



ARNOLD JABLON ZONING COMMISSIONER

JEAN M. H. JUNG DEPUTY ZONING COMMISSIONER

August 19, 1986

Newton A. Williams, Esquire Nolan, Plumhoff & Williams 204 W. Pennsylvania Avenue Towson, Maryland 21204

> RE: Petition for Zoning Variance Intersection of the NE/S of Back River Neck Road and the corner of the NW/S of Middleborough Road 15th Election District Case No. 87-50-A

Dear Mr. Williams:

Please be advised that your request for a zoning variance in the above referenced Petition has been granted, with restrictions, in accordance with the

If you have any questions concerning this matter, please do not hesitate to contact this office.

> ery truly yours. JEAN M. H. JUNG Deputy Zoning Commissioner

JMHJ:bjs

Attachments

cc: Southern Maryland Oil Corporation c/o Mr. Kenneth Beach 7900 Sutherland Court Pasadena, Maryland 21122 People's Counsel

Case No. 87-50-A

0.509 Acre Parcel Back River Neck Road

Pags Two

Proposed Middleborough Road

fillet line connecting said Middleborough Road with said Back

minutes 29 seconds West 27.55 feet to the place of beginning.

KCI Job Order No. 01-86040A

CONTAINING 0.509 acre of land, more or less.

River Neck Road, thence binding on said line North 81 degrees 21

May 12, 1936

PETITION FOR ZONING VARIANCE 15th Election District

Northeast Side of Back River Neck Road, Corner Northwest Side of LOCATION:

Middleborough Road

DATE AND TIME: Tuesday, August 12, 1986, at 10:00 a.m.

PUBLIC HEARING: Room 106, County Office Building, 111 W. Chesapeake Avenue,

The Zoning Commissioner of Baltimore County, by authority of the Zoning Act and Regulations of Baltimore County, will hold a public hearing:

> Petition for Zoning Variance to permit a side or rear yard setback of 5 feet in lieu of the required

Being the property of Back River Neck Association, et al, as shown on plat plan filed with the Zoning Office.

In the event that this Petition(s) is granted, a building permit may be issued within the thirty (30) day appeal period. The Zoning Commissioner will, however, entertain any request for a stay of the issuance of said permit during this period for good cause shown. Such request must be received in writing by the date of the hearing set above or made at the hearing.

> BY ORDER OF ARNOLD JABLEN ZONING COMMISSIONER

Subsidiary of Kidde, Inc.

DESCRIPTION 0.509 ACRE, MORE OR LESS, PARCEL NORTHEAST CORNER BACK RIVER NECK ROAD AND PROPOSED MIDDLEBOROUGH ROAD 15TH ELECTION DISTRICT BALTIMORE COUNTY, MARYLAND

THIS DESCRIPTION IS FOR A YARD VARIANCE IN A "BR" ZONE. BEGINNING FOR THE SAME on the east side of Back River Neck Road and at the end of the fillet line connecting the north side of the proposed Middleborough Road with said east side of Back River Neck Road, said point of beginning being North 34 degrees centerline extended of Middleborough Road, thence binding on the degrees 48 minutes 39 seconds West 66.54 feet, (2) northerly by a curve to the left with a radius of 5,759.58 feet with an arc distance of 100.05 feet and a chord bearing of North 35 degrees degrees 55 minutes 24 seconds East 299.17 feet to intersect the Middleborough Road the following four courses and distances, (4) by a curve to the right with a radius of 470.00 feet with an arc minutes 21 seconds West 140.00 feet, (6) North 34 degrees 48

KIDDE CONSULTANTS, INC.

48 minutes 39 seconds West 60.00 feet, more or less, from the east right of way line of Back River Neck Road (1) North 34 18 minutes 30 seconds West 100.04 feet, thence (3) South 84 north side of said Middleborough Road, thence binding on said distance of 58.84 feet and a chord bearing of South 51 degrees 36 minutes 10 seconds West 58.84 feet, (5) South 55 degrees 11

minutes 39 seconds West 10.00 feet, (7) South 55 degrees 11

minutes 21 seconds West 10.00 feet to the beginning of the

and published in Towson, Baltimore County, Md., appearing on

THE JEFFERSONIAN

Publisher

Cost of Advertising

22,00

July 2;

The Zoning Commissioner of Batti-more County, by authority of the Zon-ing Act and Regulations of Baltimore County, will hold a public hearing: Petition for Zoning Variance to per-mit a side or rear yard sett. A of 5 feet in lieu of the required 30 feet

Being the property of Back River Neck Association, et al, as shown on plet plan filed with the Zoning Office.

In the event that this Petition(s) is granted, a building permit may be reused within the thirty (30) day appeal period. The Zoning Comment

period. The Zoning Commissioner will, however, emercian any request for a stay of the burner of said permit during this period for good cause shown. Such repress must be received in writing by the date of the hearing set above or made at the hearing

By Order Of
ARNOLD JABLON
Zoning Commissioner
of Beltimore County

of Baltimore County

1986 and identified herein as Petitioner's Exhibit 1, is hereby GRANTED from and

1) Parking shall be approved by the Baltimore County Department of Traffic Engineering.

2) The occupancy permit shall not be issued until both

3) Fencing shall be approved by the Current Planning

4) A revised plan clarifying the dumpster site, its

screening, and the walkway to the rear delivery door

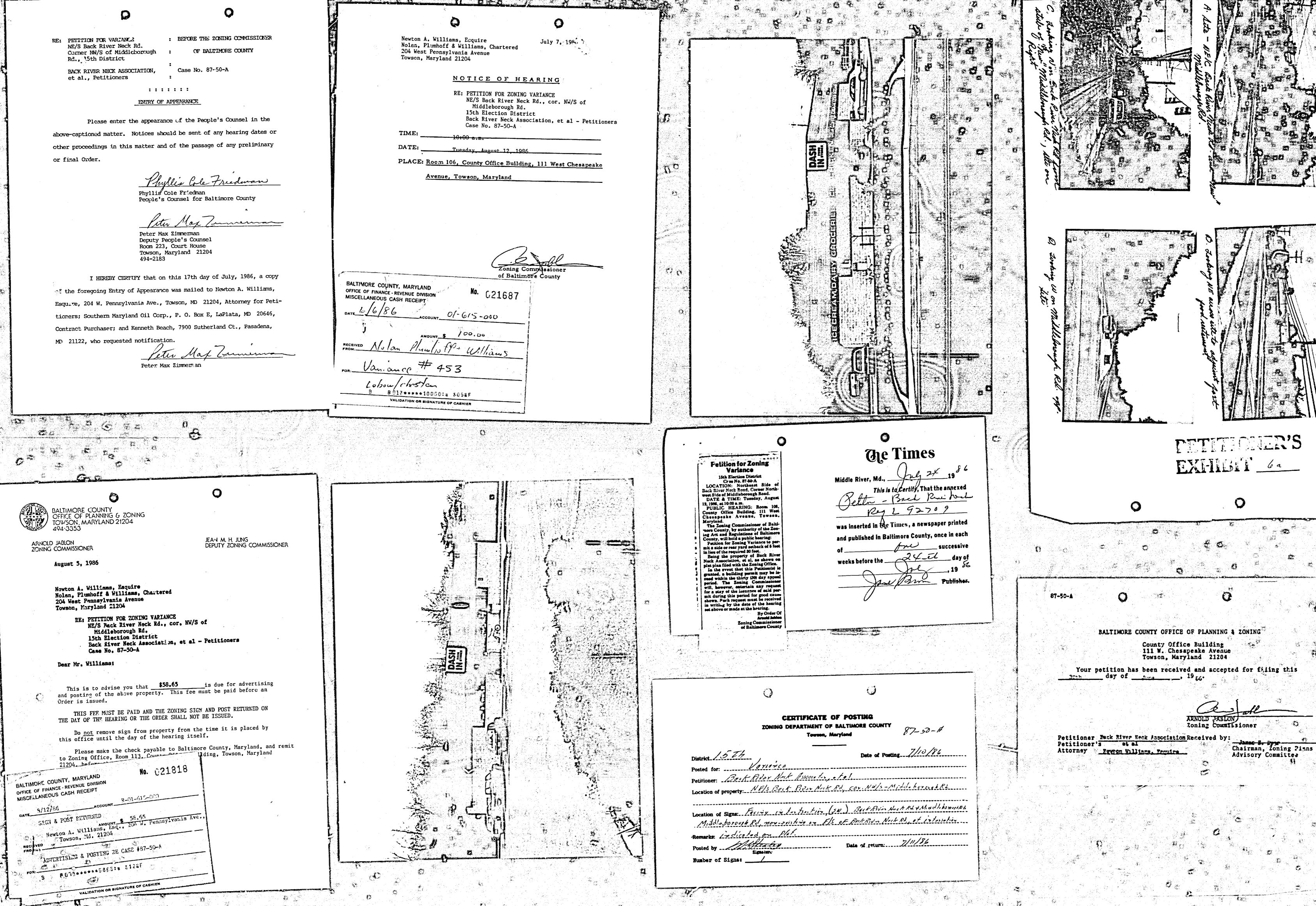
access driveways to the property are provided.

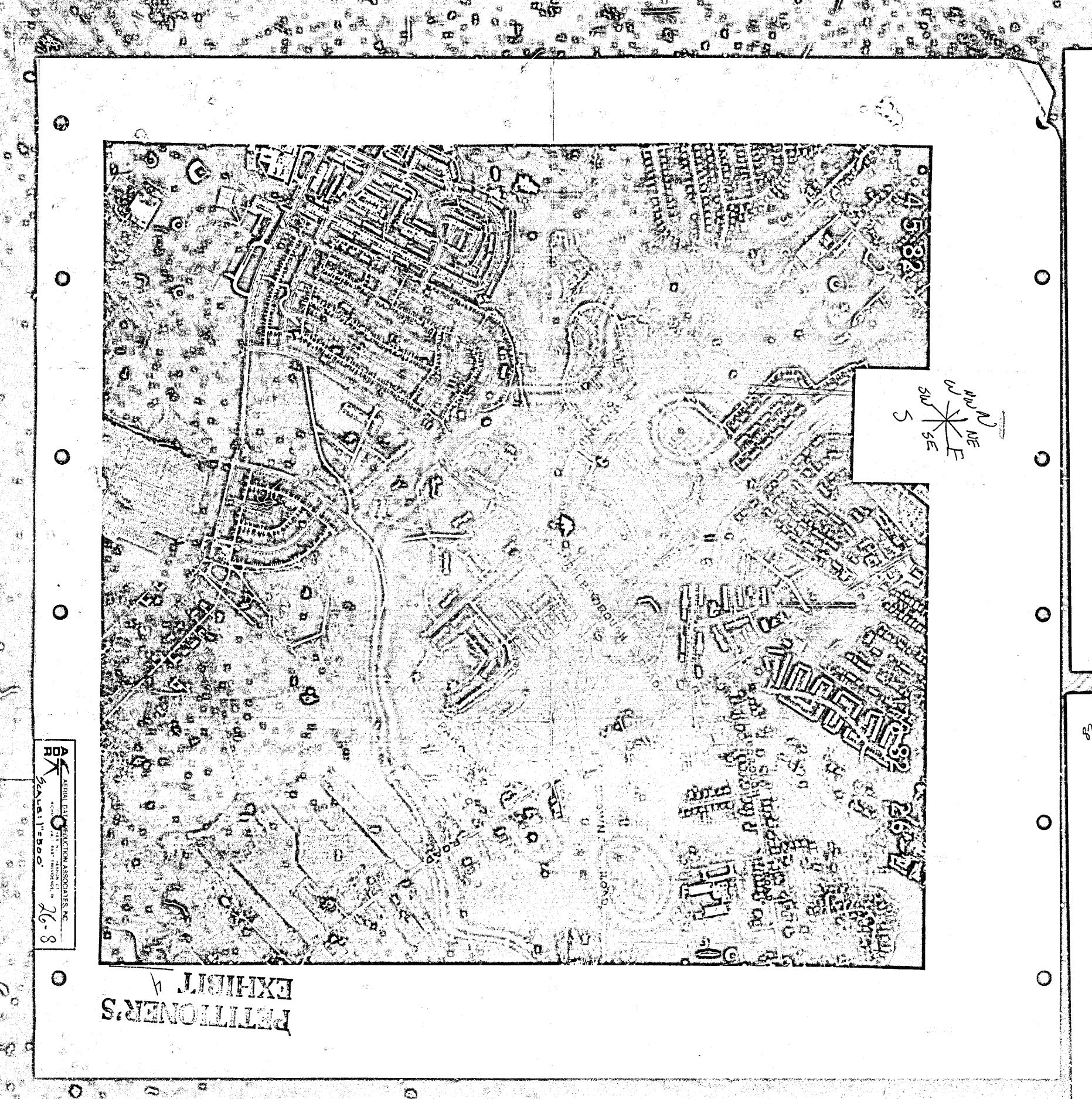
shall be submitted for the file.

office.

after the date of this Order, subject, however, to the following restrictions:

OF BALTIMORE COUNTY





BALTIMORE COUNTY, MARYLAND

INTER-OFFICE CORRESPONDENCE

Arnold Jabion Date_____Iuly_21__1986_____ TO ___Zoning Commissioner___

Norman E. Gerber, AICP, Director FROM Office of Planning and Zoning

SUBJECT Zoning Petition No. 87-50-A

This office has a general concern with the development of these types of parcels of land; i.e., small, irregularly shaped "left-over" parcels of land at major road intersections. IT would seem that when the intersections are improved, either these resulting parcels should be purchased and retained by the County or State, or, if purchased for construction, should not be sold later as "left-overs".

NEG: JGH: slm

LEVIN, GANN & HANKIN, P.A.

Ms. Jean M. H. Jung Deputy Zoning Commissioner

Page 2 January 30, 1987

Res Failtion for Zoning Variance Intersection of Northeast Side of Back River Neck Road and the corner of the Northwest Side of Middleborough Road Case No. 87-50-A

After both you and I have spoken with Greg Jones of the Department of Traffic Engineering, we have been advised that the extension and development of Middleborough Poad in this area is the subject of a capital improvement program item for construction in the 1987-68 fiscal year.

My client and the contract purchaser stand ready willing and able and will provide for access to Back River Neck Road and to the future extension of Middleborough Road when construction begins and the property is developed and will enter into Public Works Agreement with Baltimore County for contribution toward the costs of construction of the roadway adjoining their property.

As time is of the essence, it is imperative that the contract purchaser be assured that they be able to secure the necessary building permits to meet the requirements of your aforesaid Order. Therefore, I request that you advise me, in accordance with our discussions, that the contract purchaser will be complying with your Order by providing for the access from the subject site to Middleborough Road and be able to secure the necessary building permits to move forward and the Department of Planning and Zoning acknowledge that by providing for said access and entering into the required Public Works Agreement that building permits will in fact be issued.

Your earliest reply would be greatly appreciated.

JWL:1sp

J. EARLE PLUMHOFF

NEWTON A. WILLIAMS

THOMAS J. RENNER

STEPHEN J. NOLAN*

ROBERT S. GLUSHAKOW DOUGLAS L. BURGESS

WILLIAM M. HESSON, JR.

cc: Mr. Kenneth Beach Southern Maryland Oil Corporation P. O. Box E La Plata, MD 20646

> Mr. John W. Chester 9001 Harford Road Baltimore, Maryland 21234

Sidney Weiman, Esquire

MERERITER

SIDNEY WEIMAN BOPPHT L PREILER

LEVIN, GANN & HANKIN 305 W. CHESAPEAKE AVENUE STANFORD G. GANN HORSET M. HANGIN MEIDEN A. STEINBERG JURIS W. LICHTER TOWSON, MARYLAND 21204 301-321-0600

January 30, 1987

Towson, Maryland 21204 RE: Petition for Zoning Variance Intersection of Northeast Side of Back River Neck Road and the Corner of the Northwest Side of Middleborough Road 15th Election District

Dear Ms. Jung:

Ms. Jean M. H. Jung

for Baltimore County County Office Building

Deputy Zoning Commissioner

Case No. 87-50-A

111 W. Chesapeake Avenue

As you are aware, an Order was issued by you on August 19, 1986 granting a variance to side and/or rear yard setback with regard to the above captioned property subject to certain restrictions. Pursuant to my inquiry of you within the last few weeks, my client, who is the legal owner of the property at this time, has asked that I secure from you an interpretation of the Order, in particular with regard to Restriction No. 2:

"2. The occupancy permit shall not be issued until both access driveways to the property are provided."

Pursuant to my inquiry, you have examined the file and have visited the site, and have consulted with Mr. Greg Jones of the Department of Traffic Engineering regarding the status of Middleborough Road.

At the time of the hearing, and for a period of time thereafter, Baltimore County, my clients and the contract purchaser, and the contract purchaser's engineer, Kidde Consultants, Inc., have all been under the impression that the area designated as the proposed Middleborough Road as it binds upon the subject property was owned by Baltimore County. Subsequently, it was determined that the area in fact does not belong to Baltimore County and belongs to a former property owner from whom my client purchased the subject property. Therefore, while my client will provide access driveways both Middleborough Road and Back River Neck Road, the access driveway to the proposed Middleborough Road would not be

LAW OFFICES

NOLAN, PLUMHOFF & WILLIAMS CHARTSEED 204 WEST PENNSYLVANIA AVENUE TOWSON, MARYLAND 21204 WILLIAM P. ENGLEHART, JE

RALPH E. DEITZ 9026 LIBERTY ROAD RANDALLSTOWN, MARYLAND 21133 (301) 922-2121 RUSSELL J. WHITE

October 6, 1986

Honorable Jean M. H. Jung Deputy Zoning Commissioner Office of Planning and Zoning County Office Building Towson, Maryland 21204

Re: Back River Neck Associates Southern Maryland Oil Site Back River Neck Road at New Middleborough Road Case No. 87-50-A

Dear Commissioner Jung:

On behalf of both my clients and our office, as well as myself, thank you for your Opinion and Order dated August 19, 1986 in this matter.

As you will recall from our office conference of September 5, 1986, one of your conditions in the Order involved a revision of "the dumpster site, its screening, the walkway to the rear delivery door."

At the time of our conference on September 5th I submitted a revised Kidde plat dated August 26, 1986, which opened up the northeast corner of the site for sidewalk access with a pedestrian gate as you requested. If you need additional plats, callme.

Of course, as far as the dumpster screening is concerned, this will be done pursuant to the approval of fencing by the Current Planning Office as a part of the building permit process.

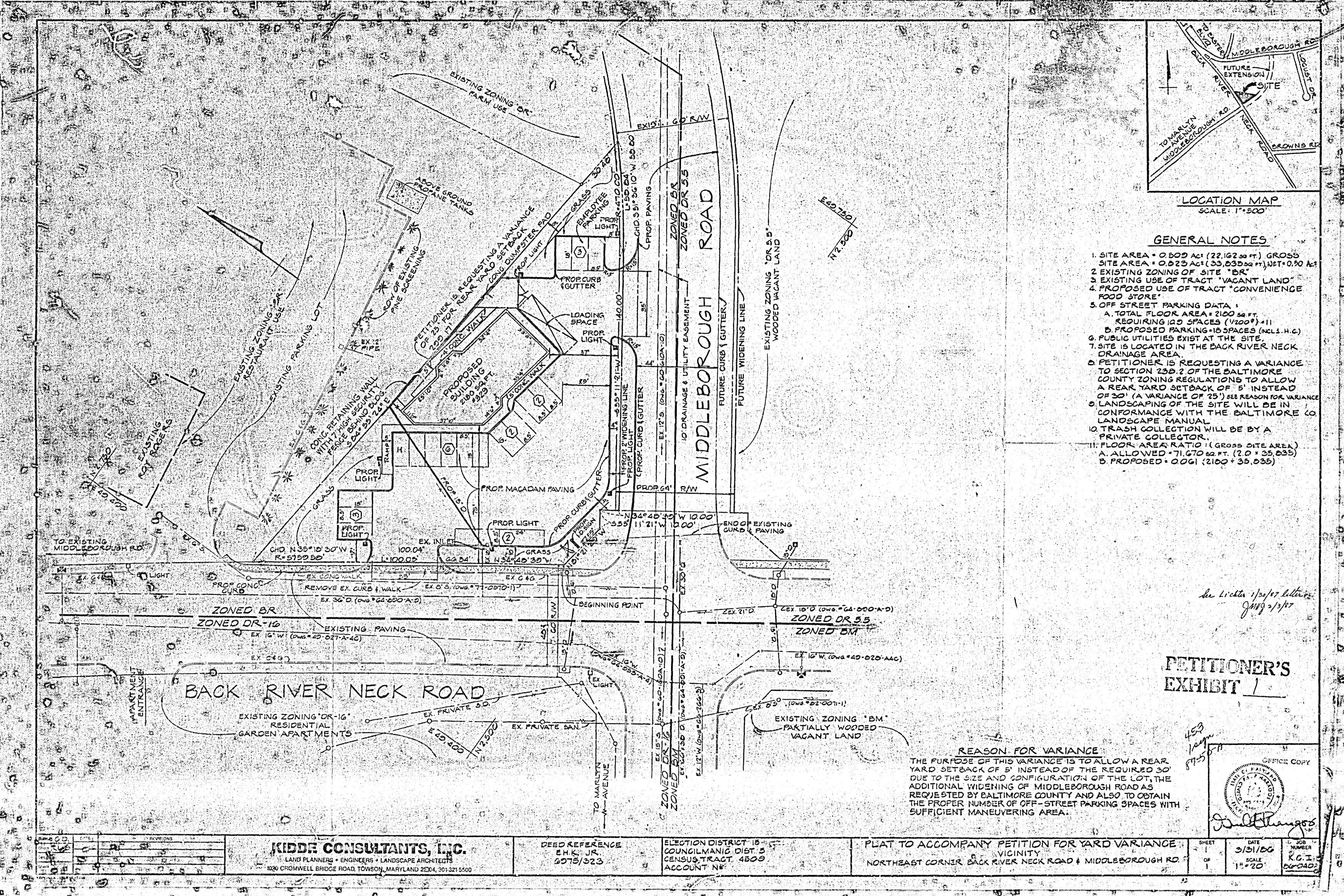
Also, we are sure that the Department of Traffic Engineering will participate in that process as well as to the parking configuration on the site,

effective until such time as Baltimore County acquired to the roadway.

10 LIGHT STREET BALTEMORE, MD 21202

CARDOLL COUNTY OFFICE

1157 LIBERTY SCALD SYKESVILLE, MD 21784



BAITIMUNE COUNTY FIRE DEPARTMENT TOWSON MARYLAND 21204-2586 BALTIMORE COUNTY DEPARTMENT OF HEALTH BALTIMORE COUNTY ZONING PLANS ADVISORY COMMITTEE Zoning Commissioner Honorable Jean M. H. Jung Office of Planning and Zoning October 6, 1986 County Office Building PAUL H. REINCKE Page 2 Towson, Maryland 21204 June 24, 1986 COUNTY OFFICE BLDG. 111 W. Chesapeake Ave. Towson, Haryland 21204 Zoning Item # 453, Zoning Advisory Committee Meeting of 6/17/86 Since September 5, 1986 we have not heard further from your Mr. Arneld Jablur office with regard to this revised site plan. We assume that it is Property Owner: BACK RIVER NECK ASSOC. Joint Venture Newton A. Williams, Esquire Zoning Commissioner basically acceptable. However, if you or any department head has Nolan. Plumhoff & Williams Office of Planning and Zoning Location: NE/S BAK RIVET NECK Ed , soe NW/S Middle borough Rel any questions or comments, please do not hesitate to contact this 204 W. Pennsylvania Avenue Baltimore County Office Building office, Mr. Richard L. Smith at Kidde, and/or Mr. Ken Beach at Towson, Maryland 21204 Towson . Maryland 21204 Water Supply __ Public Southern Maryland Oil. Sewage Disposal Public RE: Item No. 453 - Case No. 87-50-A Petitioner: Back River Neck Association Thanking you and your staff for your attention to this COMMENTS ARE AS FOLLOWS: Bureau of matter, I am with best regards. Petition for Zoning Variance (X) Prior to approval of a Building Fermit for construction, renovation and/or RE: Property Owner: Back River Neck Assoc./Joint Venture Department of installation of equipment for any existing or proposed food service facility, Sincerely, Dear Mr. Williams: complete plans and specifications must be submitted to the Plans Review Location: NE/S Back River Neck Rd., corner NW/S Middleborough Road nuiton Section, Environmental Support Services, for final review and approval.

For Additional Information (Intact Bill Clark AT 494-3970 State Roads Commission The Zoning Plans Advisory Committee has reviewed the plans Bureau of Fire Prevention Item No.: 453 Zoning Agenda: Meeting of 6/17/86 submitted with the above-referenced petition. The following () Prior to new installation/s of fuel burning equipment, the owner should Newton A. Williams contact the Division of Air Pollution Control, 494-3775, to obtain requirecomments are not intended to indicate the appropriateness of the Health Department ments for such installation/s before work begins.

A permit to construct from the Division of Air Pollution Control is required zoning action requested, but to assure that all parties are made Project Planning NAW:ylm aware of plans or problems with regard to the development plans Pursuant to your request, the referenced property has been surveyed by this Building Department that may have a bearing on this case. The Director of Planning for such items as spray paint processes, underground gasoline storage tank/s Bureau and the comments below marked with an "X" are applicable and required cc: Mr. Ken Beach (5,000 gallons or more) and any other equipment or process which exhausts may file a written report with the Zoning Commissioner with recomto be corrected or incorporated into the final plans for the property. Board of Education Mr. Richard L. Smith mendations as to the suitability of the requested zoning. into the atmosphere. Zoning Administration () A permit to construct from the Division of Air Pollution Control is required () 1. Fire hydrants for the referenced property are required and shall be Industrial Enclosed are all comments submitted from the members of the for any charbroiler operation which has a total cooking surface area of five located at intervals or ______feet along an approved road in accordance with Baltimore County Standards as published by the Committee at this time that offer or request information on your (5) square feet or more. petition. If similar comments from the remaining members are Department of Public Works. () Prior to approval of a Building Permit Application for renovations to existreceived, I will forward them to you. Otherwise, any comment that is not informative will be placed in the hearing file. This ing or construction of new health care facilities, complete plans and () 2. A second means of vehicle access is required for the site. petition was accepted for filing on the date of the enclosed specifications of the building, food service area and type of equipment to filing certificate and a hearing scheduled accordingly. be used for the food service operation must be submitted to the Plans Review () 3. The vehicle dead end condition shown at and Approval Section, Division of Engineering and Maintenance, State Department of Health and Mental Hygiene for review and approval. EXCEEDS the maximum allowed by the Fire Department.) Prior to any new construction or substantial alteration of public swimming pool, wading pool, bathhouse, saunas, whirlpools, hot tubs, water and sewerage ' () 4. The site shall be made to comply with all applicable parts of the facilities or other appurtenances pertaining to health and safety; two (2) Fire Prevention Code prior to occupancy or beginning of operation. copies of plans and specifications must be submitted to the Baltimore County Chairman Zoning Plans Advisory Committee Department of Health for review and approval. For more complete information, ' (x) 5. The buildings and structures existing or proposed on the site shall contact the Recreational Hygiene Section, Division of Environmental Support comply with all applicable requirements of the National Fire Protection JED:kkb Association Standard No. 101 "Life Safety Code", 1976 edition prior) Prior to approval for a nursery school, owner or applicant must comply with all Baltimore County regulations. For more complete information, contact the Division of Maternal and Child Health. to occupancy. Enclosures ') 6. Site plans are approved, as drawn. cc: Kidde Consultants 1020 Cromwell Bridge Road () 7. The Fire Prevention Bureau has no co () If lubrication work and oil changes are performed at this location, the Towson, Maryland 21204 method providing for the elimination of waste oil must be in accordance with Water Resources Administration requirements. SS 20 1082 (1) Fire Prevention Bureau Special Inspection Division Zoning Item # 453 Zoning Advisory Committee Meeting of BALTIMORE COUNTY
DEPARTMENT OF PERMITS & LICENSES TOWSON, MARYLAND 21204 494-3610 () Prior to razing of existing structure/s, petitioner must contact the Division of Water Quality and Waste Management at 494-3768, regarding removal and/or disposal of potentially hazardous materials and solid wastes. TED ZALESKI, JR.) Any abandoned underground storage tanks containing gasoline, waste oil, sol-DIRECTOR vents, etc., must have the contents removed by a licensed hauler and either be removed from the property or properly backfilled. Prior to removal or atandonment, owner must contact the Division of Water Quality and Waste BALTIMORE COUNTY
DEPARTMENT OF TRAFFIC ENGINEERING
TOWSON, MARYLAND 21204
494-3550 Management at 494-3768. Mr. Arnold Jablon, Zoning Commissioner Office of Planning and Zoning Towson, Maryland 21204 () Soil percolation tests (have been/must be) conducted.
() The results are valid until _______ Soil percolation test results have expired. Petitioner should contact Dear Mr. Jablons ZONING OFFICE the Division of Environmental Support Services to determine whether JULY 14, 1966 Comments on Item #153 Soming Advisory Committee Nesting are as follows: Mr. Arnold Jablos STEPHEN E. COLLINS DIRECTOR additional tests are required. Zoning Commissioner Property Owner: Back River Neck Association/Joint Venture County Office Building Towson, Maryland 21204 NE/S Back River Neck Road, corner NW/S Middleborough Road () Where water wells are to be used as a source of water supply, a well meeting the minimum Baltimore County Standards must be drilled. Districts Re: Zoning Advisory Meeting of JUNE 17, 1986

Iten + 463
Property Owner: BACK RIVER NECK ASSO.
LOCATION: JOINT VENTURE () In accordance with Section 13-117 of the Baltimore County Code, the water APPLICABLE ITEMS ARE CIRCLED: well yield test All structures shall conform to the Baltimore County Building Code as adopted by Council Bill \$17-85, the Maryland Code for the Handicapped and Aged (A.H.S.I. #117-1 - 1980) and other applicable Codes and Standards. shall be valid until NE/S BACK RIVER NECK RO, CORNER is not acceptable and must be retested. This must be accomplished NWS MIDDLE BORGUGH RD , prior to conveyance of property and approval of Building Permit The Division of Current Planning and Development has reviewed the subject petition and effects the following comments. The items checked below are Applications.

August 7, 1986

Mr. Arnold Jablen Zoning Commissioner County Office Building Towson, Maryland 21204

Item #453

Dear Mr. Jablon:

The three employee parking spaces at the southeast corner of the site need to be eliminated or relocated to provide improved sight distance on the inside of the curve of proposed Midileborough

Very truly yours,

Traffic Engineer II

)There are no site planning factors requiring comment.)A County Review Group Meeting is required.
)A County Review Group meeting was held and the minutes will be)This site is part of a larger tract; therfore it is defined as a subdivision. The plan must show the entire tract.)A record plat will be required and must be recorded prior)The circulation on this site is not satisfactory.)This property contains soils which are defined as wetlands, and development on these soils is prohibited.
()Construction in or alteration of the floodolain is prohibited under the provisions of Section 22-93 of the Development Regulations.

Development of this site may constitute a potential conflict with the Baltimore County Master Plan.

The amended Development Plan was approved by the Planning Board. Sill 178-79. No building permit may be issued until a Reserve Capacity Use Certificate has been issued. The deficient service () The property is located in a trainic area controlled by a "D" level intersection as defined by 3ill 170-79, and as conditions change traific capacity may become more limited. The Basic Services Areas are re-evaluated annually by the County Council. (X) A WAIVER OF CRG PLAN (K/A DASH-IN-FOOD STORE)

LEAS GRANTED BY THE PLANNING BRD ON G/19/8C

(SEE FILE # W-BG-124)

forward by the Bureau of Fublic Services.

The parking arrangement is not satisfactory.

)Parking calculations must be snown on the plan.

Chief, Current Planning and Development

to issuance of a building pennit.

)The access is not satisfactory.

CC: James Hoswell

() Prior to occupancy approval, the potability of the water supply must be verified by collection of bacteriological and chemical water samples. () If submission of plans to the County Review Group is required, a Hydrogeological Study and an Environmental Effects Report must be submitted. Ian J. Forrest Director

BUREAU OF ENVIRONMENTAL SERVICES

Residential: Two sets of construction drawings are required to file a permit application. The seal of a registered in Maryland Architect or Engineer is/is not required to plans and technical data.

D. Commercial: Three sets of construction drawings sealed and signed by a registered in Maryland Architect or Engineer shall be required to file with a permit application. Reproduced seals are not acceptable.

NOTE (2.) All the Groupe emost R-4 Single Family Detached Deallings require a minimum of 1 hour fire rating for exterior walls closer than 6'-0 to an interior lot line. R-4 Use Groupe require a one bour wall if closer than 3'-0 to an interior lot line. Any wall built on an interior lot line shall require a fire or party wall. See Table 401, Section 1407, Section 1406.2 and Table 1402. So openings are paralited in an exterior wall within 3'-0 of an interior lot line.

P. The structure does not appear to comply with Table 505 for permissable height/area. Reply to the requested variance by this office cannot be considered until the necessary data pertaining to height/area and construction type is provided. See Table iol and 505 and have your Architect/Engi-eer contact this department

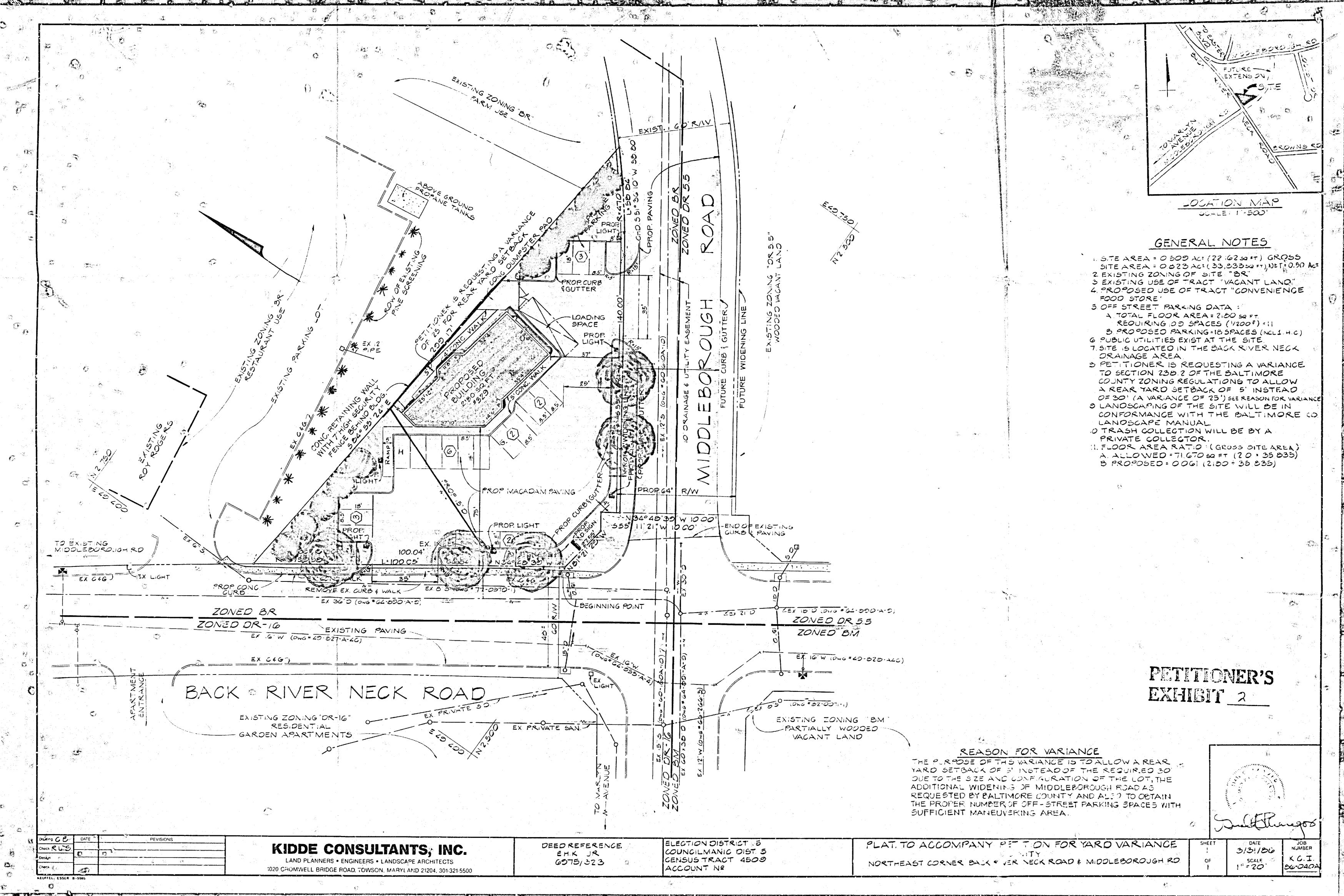
G. The requested variance appears to comflict with Section(s) ______, of the Baltimore County Building Cods.

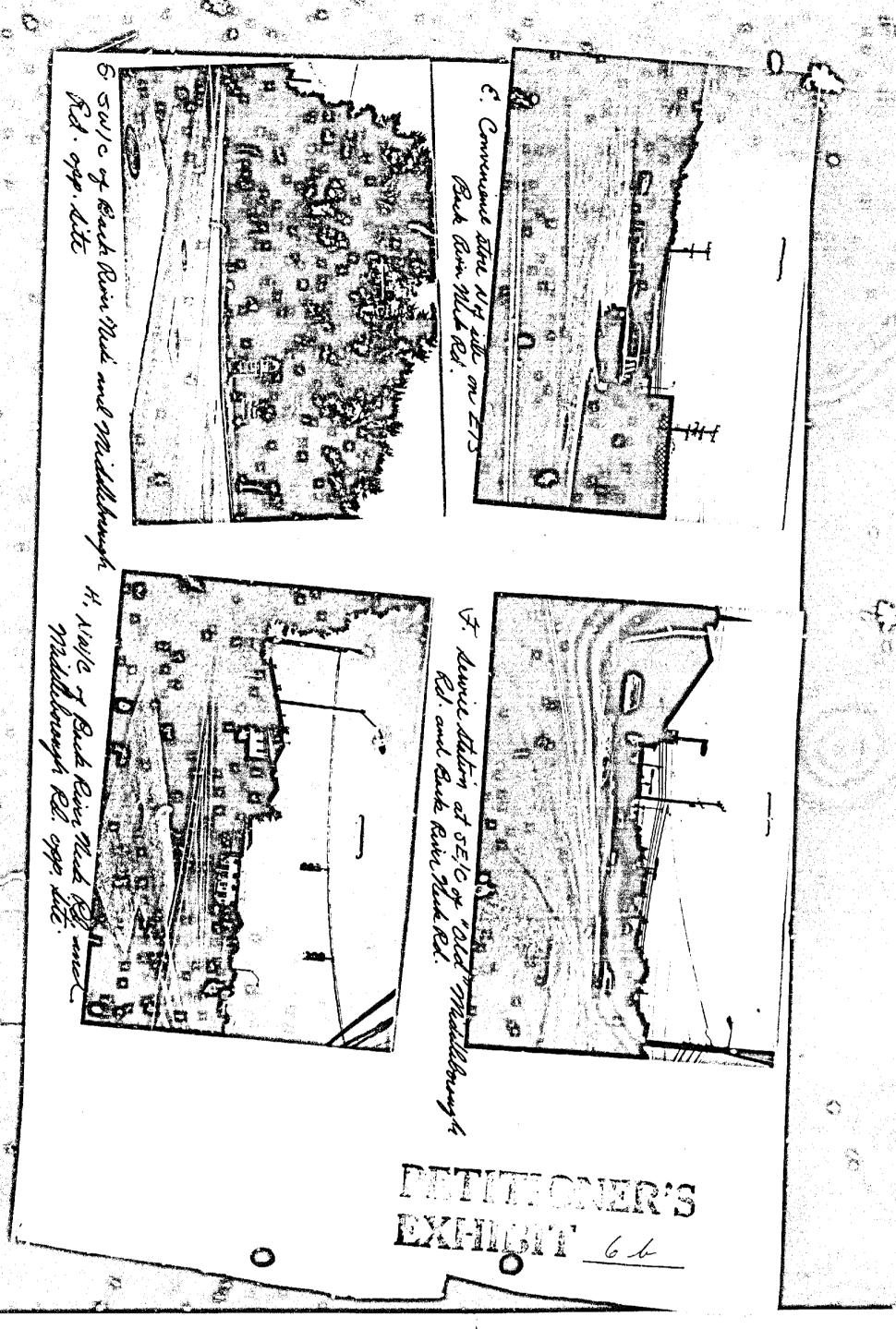
I. The proposed project appears to be located in a Flood Flain, Tidal/Riverine. Please see the attached copy of Section 516.0 of the Building Code as adopted by Bill \$17-85. Site plans shall show the correct elevations above see level for the lot and the finish flow levels including basement.

Comments: Open protectives on the north side may be required. See Section 1414.2.

E. These abbreviated communits reflect only on the information provided by the drawings submitted to the Office of Planning and Joning and are not intended to be construed as the full extent of any permit. If derived the applicant mry obtain additional information by visiting Room 122 of the County Office Equiding et 111 W. Checapeans Avenue, Towson, Maryland Z 204. Mysels I Summer By C. E. Burnham, Die!

WWQ 2 4/86





EPILOGUE

Perhaps in the final analysis this "History of SMO, Inc," is a tribute to all who have joined our SMO family through the years and it is, therefore, that this brochure is dedicated to them - for it is their Company and they have taken necessary steps to preserve what is written in the context of these pages. We are confident that they will command what will be added to these pages in the future years.

The Company takes this opportunity to thank all previous employees and to thank all present employees for their continued support.

PROLOGUE

This History of SMO, Inc., has been formulated in the hopes that insight can be gained by all employers that their efforts combined have made the success of our Organization,

SMO, Inc., has been very fortunate in the fact that its people since 1926, have maintained a "united team effort". Our divisions and subsidiaries are the number one Marketer in their respective areas. The people are and should be proud of this fact!

It would be totally impossible to mention all the names of those individuals whose efforts and steadfast convictions have really been the instrument of SMO's success. In the same vein, every item of interest through the years cannot be incorporated in this booklet. We have, however, tried to take those specific events which have had a direct "lasting effect" on the growth, stability and expansion of this organization.

We think you will find after reading this "History" that you are with a "winning" organization - just note the number of "firsts" that your Company was able to attain. These were obtainable only thru its PEOPLE -LIKE YOU! We hope too that for many, memories will be brought back and that you enjoyed being a part of this history in the making for your Company.

as leavent lies

J. Blacklock Wills

Educational Design Associates - a developer, manufacturer and marketer of high quality toys. After attempts at nationwide marketing and unprofitable results, operations were discontinued in 1977.

Two new departments were added to the Company - the creation of the "Management Fee" operations designed specifically for the purpose of marketing motor fuels through a commission plan; and the newly created "Personnel Department", established with the purpose of better fulfilling employees' needs and satirfying government regulations re-

1976 SMO, Inc. began this year with the celebration of its 50th anniversary. Our second 50 began with continued optimism.

1977 Saw still another acquisition, that of Dean L. Sharrar of Salisbury, Maryland. Along with the BP brand, this entire operation was merged into the company's present water terming! feelities, also in Salisbury.

1978 With centralized administration and decentralized operating profit centers, the company inaugurated "telecommunication". Through this technology, all principal operating units were provided with instant information that assisted in customer inquiries and day-to-day operations.

1979 Delmarva Tires relocated into all new modern facilities with emphasis on retail merchandising.

> It was in the early Spring that our country experienced another severe energy crisis. This time, Americans realized that the problem was real and would be long-lasting. New series of government regulations and interventions followed, thus creating further hardships to our customers and our organization.

The latter part of this year saw a new name, "Dash In" food marts, with the company's entry into convenience store marketing. More are now being developed as this, too, is a Corporate endeavor.

THE HISTORY OF SMO, INCORPORATED

1926 In 1926 two engineers, Jim Wills and Harold Swann, got together and acquired the La Plata Oil and Mechanicsville Oil Companies, Thus began Southern Maryland Oil.

It is interesting to note that the Company handled only three principle products - kerosene (called coal oil), one grade of gasoline and a motor oil called "Texaco Golden". Eight employees were on board during this period of time.

Mr. Wills and Mr. Swann established a pattern that was to follow from its inception until the present time.

1927 With less than one year of experience, land was purchased and the Owings Plant was built. This secured our customers throughout Calvert County and the lower portion of Anne Arundel County. At this time the "Texaco Franchise" was received for the counties of Charles, lower Prince Georges and St. Mary's.

Records indicate there were six trucks in use - one at our Owings facility, two for the Mechanicsville and La Plata Offices and one truck for the Maintenance Department.

Working from eight to five was not heard of - everyone reached the office before "day break" and did not leave until "way past dark". No responsibilities were established, as all employees did whatever was necessary! One day they might drive a truck and the next be in the office!

1936 As the growth of the Company was evident, the name was soon changed to Southern Maryland Oil Company, 1936 marked a milestone for our Company as product was brought in by truck rather than rail at our Owings Plant. This was in 2,000 gallon tanks from Baltimore, Maryland.

> During this same year, the La Plata Office expanded as another room was added. This addition certainly helped, but records indicate that "an old pot-belly stove" was still in use! It was at this location that motor oil began to be distributed. Most

These objectives included a new markety a approach and new area of acculation and development. As a result of with que newest corporation, EPG, Inc. was developed for marketing motor fuels in new markets.

Shortly before this meeting, the company acquired the assets of Pete White Cil Company. This acquisition was merged into the existing Delmarva operation in Salisbury and Beriki, Maryland. Along with this merger, a new water terminal was developed with storage at some two million gallons.

The Stockholders Meeting in July of 1972 brought a name change .o our Corporation, as Southern Maryland Oil, Inc., was officially changed to SMO, Incorporated. Dennis - Delmarva Oil and Southern Maryland Tires, Inc. are now subcidiaries of SMO, Inc. Partco and Southern Maryland Oil continue to be divisions of

In September 1972, our Data Processing Department incorporated a new Series III Disc Pack Computer to better handle and control all data and reporting. Because of our growth and anticipated growth, the Series III will bring on the capabilities of supplying Managerial Personnel with detailed reports in the future. This is the "real pulse" of SMO, Inc. During the year, the company introduced for the employees

Long Term Disability Insurance as another benefit. With the purchase of Pete White and merging the operation into our Delmarva operation, we began to use "Citgo" branded fuel for the entire Eastern Shore operation.

Foreseeing some drastic and imminent changes taking place within our industry toward modern marketing techniques, SMO developed the first full branded self-service station in the state of Maryland! This is our Forest Drive location in Annapolis, Maryland. Because of its popularity, many more have since been developed.

Also, in keeping with the trend of investment for station locations and providing economical operation of same, the

In 1942 rationing of products was a real threat to our industry, However, SMO secured Government "contracts" which were a eal key in obtaining volume. During the war years, the "contract business" is what kept the Company going!

1943 1943 marked the purchasing of transport equipment from (faul Robinson, then Hauler. This gave us our own complete flexibility. With the abandonment of the old ferry hoat and the opuning of the Potomac River Bridge, U. S. Route 301 became a main "arteriai" highway. This brought about a great increase in transit traffic heading both north and south. Not only was the increased traffic beneficial, but SMO was again the principle fuel supplier for the construction of the bridge and the roads leading to it. During this period our TBA business, although not previously mentioned, was running into difficulties — Firestone tires were rationed as the supply was very tight — they were very difficult to obtain for our trucks. Our first dealings with tires were actually begun in 1938 with the Seiberling Tire Company. This business was handled through the La Plata Plant location.

1946 In November 1946 the President was authorized by the Board of Directors to use his own discretion to make loans for the procuring of potential service station sites. Would you believe the allocation for this was not to exceed \$3,000? The first such property was purchased in Lexington Park, Maryland known as Cato's Texaco. This property was purchased at a price of \$1.00

As the growth of the company was accelerated, it was converted from a partnership to a corporation. The name was changed from Southern Maryland Oil Company to Southern Maryland

1947 In 1947 the new La Plata Plant and warehouse facilities were completed (present operation today) - during this same year increased storage facilities were made available here.

We note in the minutes of the Corporation on July 11, 1947 it

January 12, 1966 Southern Maryland Oil, Inc., celebrated its 40th anniversary. This event was well publicized and established our image as a "long established — well founded organization." This same year the installation of an IBM — Data Processing System took place to further enhance our centralization programs of accounts receivable and other administrative details.

Thru years of prosperous growth, our Partco business had "growing pains" and a new location was chosen for this business in the old IGA Building in Waldorf, Maryland. This building was remodeled and in 1968, this became Partco's permanent home, This same year, Southern Maryland Oil, Inc., purchased two more sutomotive business, namely Beltway and Hillandale. January 30, 1968 the Company was again saddened as we lost our Chairman of the Board, Mrs. Julia W. Lorimer. The loss of her wisdom, strong character, and the charm of a "perfect lady" was felt by all who knew her. Mrs. Lorimer's "special touch" added immensely to the Company's growth during her tenure

1969 marked another growth year and our facilities were extended to the Eastern Shore with the purchase of F. L. Godman Oil in Crisfield, Maryland and Dennis Oil Service in Salisbury

The purchase of the F. L. Godman company marked the Company's first venture into the coal business. Coal was sold by the ton, bushel and the bag. This product has since been deleted. These plants are located within the counties of Wicomico,

The operations of Hillandale, Roadway, and Beltway were set up as another subsidiary corporation under the "banner" of Autopac, Inc. As one might expect, with all the growth and prosperity, the day "arrived" when our first operation became non-profitable. Autopac, Inc., was sold during this year. However, Partco operation still remains as one of the largest parts stores in the

The beginning of "automation" took place within the Company! After an extensive survey of bookkeeping machines, the first Remington Rand Machine was purchased — through the years Burroughs and IBM machines have been purchased.

1953 The leaders of the Company, realizing the growth and thereby an increase in employees, announced a Profit Sharing Plan, which became effective December 11, 1953. Southern Maryland Oil, Inc. was the first company in the State of Maryland to incorporate such a program, whereby the employees received. thru a deferred plan, a portion of the profits at year-end for

It was remembered that this announcement was made at the Annual Christmas Party. It came as a "real surprise" to the employees and their families. The Plan was handled by "Trustees", which were selected Company personnel, as well as an Attorney. All the investment decisions, etc., were made by them. As the employees increased in number and the Company continued to expand, it was felt it would be in the best interest of everyone if this Plan would be turned over to a "financial firm" with professional investors making the decisions, etc., for the most

In May of 1954, an analysis was worked up showing the percentage distribution of the volume of gasoline business. Eighteen service stations accounted for 40% of the gasoline output. This confirmed the wisdom of our policy of building modern stations in strategic locations which had been in effect for several years. At the time, Lund Station had recently opened in Bryans Road, Maryland. It was decided to relocate and develop a new Mechanicsville Bulk Plant and Office. It was interesting to note that the opening day of this office, "Hurricane Hazel" swept through our State. For these of you who don't remember — this was one of the worst hurricanes to hit in our vicinity - much property and many

THE SMO, INC. FAMILY Dash in Food Stores Delmarva Oil Delmarva Tires Partco Southern Maryland Oil

November, 1984

HISTORY

of

VICASONSONSONSONS

- 1960 Effects of the 1973 and '79 '80 energy crisis were now realized by all Americans. Energy conservation was fully recognized as a long term endeavor, and its effects on demand of petroleum products as well as all energy fuels would be significant. Petroleum products were no longer in a growth phase but became one of being in a very mature to declining state.
- 1981 The company announced and began telemarketing operations for enhancing its heating oil customer base. Another first for heating oil marketers in Maryland:
- 1982 On January 20, of this year by Federal action the petroleum industry was decontrolled after a decade of regulatory controls. With this the free market system began to return, bringing with it significant industry transitions. It was evident that the '80's were destined to become a period of "survival of the fittest". Our company had prepared well and because of its people and financial condition were well postured to pursue the opportunities created by this change.
- 1983 Corporate organizational changes were announced creating four divisional profit center operations by key product lines. These actions were taken to implement new and more aggressive development goals. This announcement was actively embraced by the people of the company.

As we proceed into the '80's, we accept the challenges of these new times. Public demands and changes are only emphasizing the reasons why we exist - "to fullfill a public need". We shall keep in tune with these needs and continue to grow and prosper-all for the benefit of the public, our customers, employees, shareholders and the community

noteworthy is the fact that our Company was the first such organization to purchase motor oil in "quart cans" -

Motor Oil generated the Company's first Dealer meeting for the specific purpose of introducing this product. Because of supply, only a few companies were handling this product -SMO was one!

- With the invention of the gun type burner, fuel oil came into its own, creating an ever increasing market for home heating. It was during this year that the Company began deliveries on an automatic basis. Automatic at this time meant deliveries of once a week or once every two weeks. This, by the way, was the first such automatic service available to customers in the Southern Maryland area.
- 1940 brought many changes as we acquired our first computing (electric) pump. It was at this time that we built the Indian Head Plant thus developing and expanding our heating oil territory. The Company held its first Christmas Party. Here too, we should note that during these years many Company benefits were implemented. First was the vacation plan, followed by a sick leave program, as well as a Christmas Bonus. It is interesting to note that the Christmas Bonus was an amount of \$25.00. This was a set amount; today this is based on the number of months/years with our Organization.
- 1941 was the beginning of the "war" years and the decline of many businesses. Again, due to the ability of the owners and poir foresight, the pattern of growth was continued.
- 1942 In March of 1942 the construction of the Patuxent Naval Air Station began. Not only was SMO the first principle fuel supplier, but because of the activity in this market, homes began to be built and our one full-time salesman solicited fuel oil accounts on a door-to-door basis. Southern Maryland Cil again was the first Company to serve a "housing development".

Company developed pumper type locations - that is service stations without bays!

1973 It was in this year that we began to foresee a fuel shortage. As a result of this, greater efforts were placed in areas of efficiency and cost controls. It was also during this period that additional expenses were brought about by enactment of new governmental regulations, specifically in areas of safety and environmental matters. The realization of the fuel crises became acute in the following year and brought about even further new regulations regarding allocations, price control and distribution of products. The result of all of this, unfortunately, created a damaging effect to the petroleum industry.

> It was during this year that the Company was petitioned by the National Labor Relations Board for a union election. This enfort failed. However, it brought out the importance of the need for the Company to communicate with all of its people knowledge of Company activities, endeavors, and of what is taking place. We feel that the amployees continued confidence in the Company has proven beneficial to both the employees and the Company.

- 1974 Acquisitions were made of the C. K. Duncan Citgo operation in Pocomoke, Maryland and of Sussex-Atlantic Oil Company in Georgetown, Delaware. Both of these were merged into Delmarva Oil, Inc. To satisfy the needs of our many customers, increased storage facilities were added at our SMO plant operations. The Company's new pension plan was announced and inaugurated at the employees' summer picnic. This provided our employees with both a pension plan and a profit sharing plan for their benefit at retirement.
- 1975 This year began with the acquisition of the BP La Plata Oil Company operations. This was followed by the purchase of Quality Oil, U. S. Oil, and Oil Holdings, Inc. The latter companies being merged into Delmarva Oil, Inc.

In March of this year, the Company chose to diversify its operations and entered into the educational toy business by acquiring

states that "despite rumors of a fuel oil shortage next winter, well informed sources of information indicate an adequate supply in this area; therefore the policy of the Corporation will be to accept new accounts." This really rung a bell when we entered 1973 as the same situation was prevalent!

1948 The original Owings Plant was remodeled and storage tanks were relocated. During March of this year, long-range plans and policy for securing service station sites were outlined. These locations were to be purchased and held until such time as it seemed advantageous for station development. At this point, it would be rented or turned over to operators. Special emphasis was placed on securing such locations on thru-traffic routes and area of year-round traffic.

> In October of 1948, we were all saddened by the loss of one of our founders, Harold S. Swann. At the time he served in the capacity of Vice President and Treasurer. His death was a tremendous loss to everyone connected with our organization,

- 1949 was the year that our service station program really got underway. It should be noted here that, without a doubt, the unique way our Company was able to handle the financing and the holding of the mortgages for the Mortgagee, was to the benefit of the Company as well as the Retailer. This further showed the sound "financial" stability of our Company. Thus began a trend never to be stopped!
- 1950 began a year in which many major decisions had to be made as the Korean War imposed such problems as possible rationing, transportation difficulties, taxes, etc. Through the wisdom of our Management, the Company continued to be on top of things and to make the right decisions.

During this year also, the President, Mr. Wills, presented a proposal to increase coverage in the Hospitalization Plan for increased medical services, etc. These benefits have continually improved and today remain very competitive with all other companies of our type and size.

1970 was entered into "as the beginning of ten of the fastest growth years in our Company's history". Growth was enjoyed in our marketing area of northern Prince Georges County and Anne Arundel County - now this was being expanded into Charles and Calvert Counties.

> The 70's were the beginning of what appeared to be an era of regulations and consumer protections, which brought about more stringent rules on the petroleum industry. It was again at this time when the Company re-evaluated its position, defining new goals and long-term objectives.

> To this degree, a rehabilitation of the service stations was begun. Early part of 1970 marketing gasoline through "car washes" was pursued. By the end of 1971, three new service stations and three car washes were put on stream - with a promise of a very bright future along this line.

1971 March of 1971, Delmarva Tires was created and began operating on the Eastern Shore. Sales expectations exceeded our targets and this operation became very profitable.

> Acquisitions continued to let Southern Maryland Oil, Inc., grow on the Eastern Shore as in July of 1971 Timmons Oil Company was purchased. Upon this acquisition, we entered into new ventures in the State of Delaware!

The following month in August, McNew Brothers Oil was purchased by Southern Maryland Oil, Inc., in Annapolis, Maryland. This entire operation was merged into our Annapolis Plant. In September of 1971, Southern Maryland Tires in Waldorf, Maryland was updated with all new designs and retreading equipment. Larger facilities were constructed affording not only improved office and warehouse areas, but a new service - that of fleet and commercial tire mounting, balance, and alignment.

1972 At the beginning of 1972, the Company held a most significant Organization Meeting, announcing new management techniques, philosophies and for the first time, Company objectives were outlined to its people.

1955 Southern Maryland Oil, Inc., obtained another first for the area by inaugurating an oil burner service department. With two-way customers. It has been a vital force in back of our Heating Oil Division's success.

This was also the same year we purchased Kroll Petroleum Company, which gave us entry into Prince Georges County's heating oil market. This is now known as our Clinton Plant.

- 1956 The La Plata Office was remodeled again the side was added where the ladies work today.
- 1957 The years of 1957 1962 were both tragic and prosperous. Tragic in the sense that we suffered the striking blow when our President, James W. Wills, lost his life in an automobile accident. However, a tribute to him was the fact that the Company continued to prosper and made the first venture into the automotive parts business.
- 1958 The following year in 1958, the Proutt Oil Company was acquired thus providing the Company with additional heating oil markets in Anne Arundel County. This location is now known as our Gambrills Plant. To inject a bit of humor - we understood that the purchase of this property "all took place over a bottle" -- we won't say what was in the bottle, but we will say this proved to be a very profitable deal; the amount of purchase was \$5,000! We also note that for better or worse, present day "deals" and negotiations have become quite "sophisticated" taking many days and much time and effort to consummate!
- 1960 With the success of the parts business, the Department expanded and began marketing its items and supplies thru a "pie-wagon" type concept. In 1960 a new wing was added to the La Plata Plant for this parts business.

During this year, the first Lockheed Meters were installed on Company trucks. Shortly after this, a totally new building was added to our La Plata Plant - relocating our Maintenance Department and again our parts business.

1963 With having developed the success of the parts business, the Company further became diversified and entered into the tire retreading business. This too became extremely successful and an all new modern retread plant warehouse was developed in the present location in Waldorf, Maryland. This was under the banner of Southern Maryland Tires, Inc. Because of its growth, many additions have been made to this facility, the first being in 1963. In 1963 the Company again expanded its automotive business and acquired Brandywine Automotive Parts. Merging this with our present operation, this now became a full line automotive parts house.

> Also in this year, emphasis was still maintained on our petroleum business and our Bryans Road Plant was developed. This plant was our first unmanned key operation.

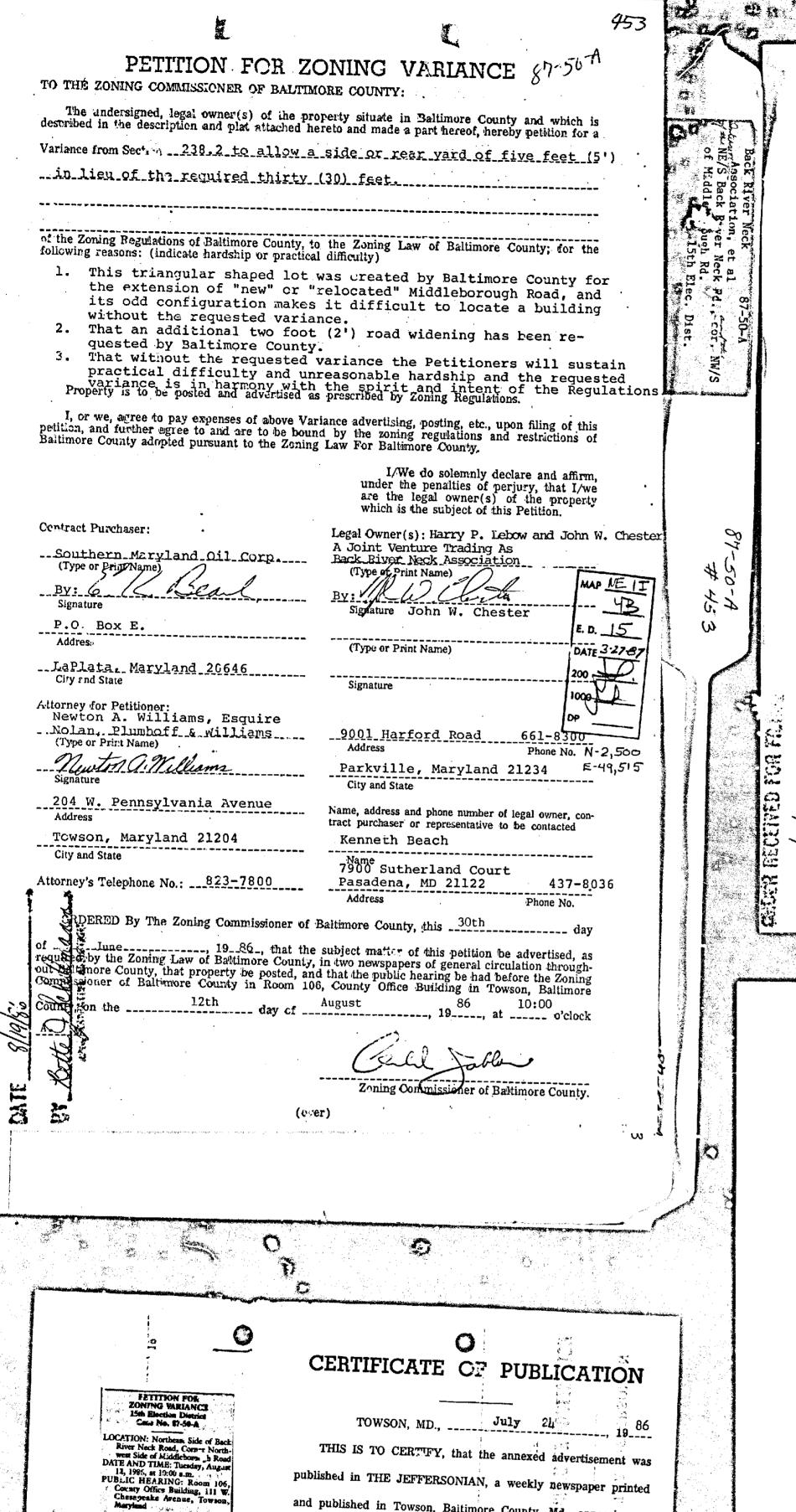
> On May 10, 1963, "Open House" was held for the completion of the "Main Office" building on U. S. Route 301. Centralization of our accounting and administrative programs were realized

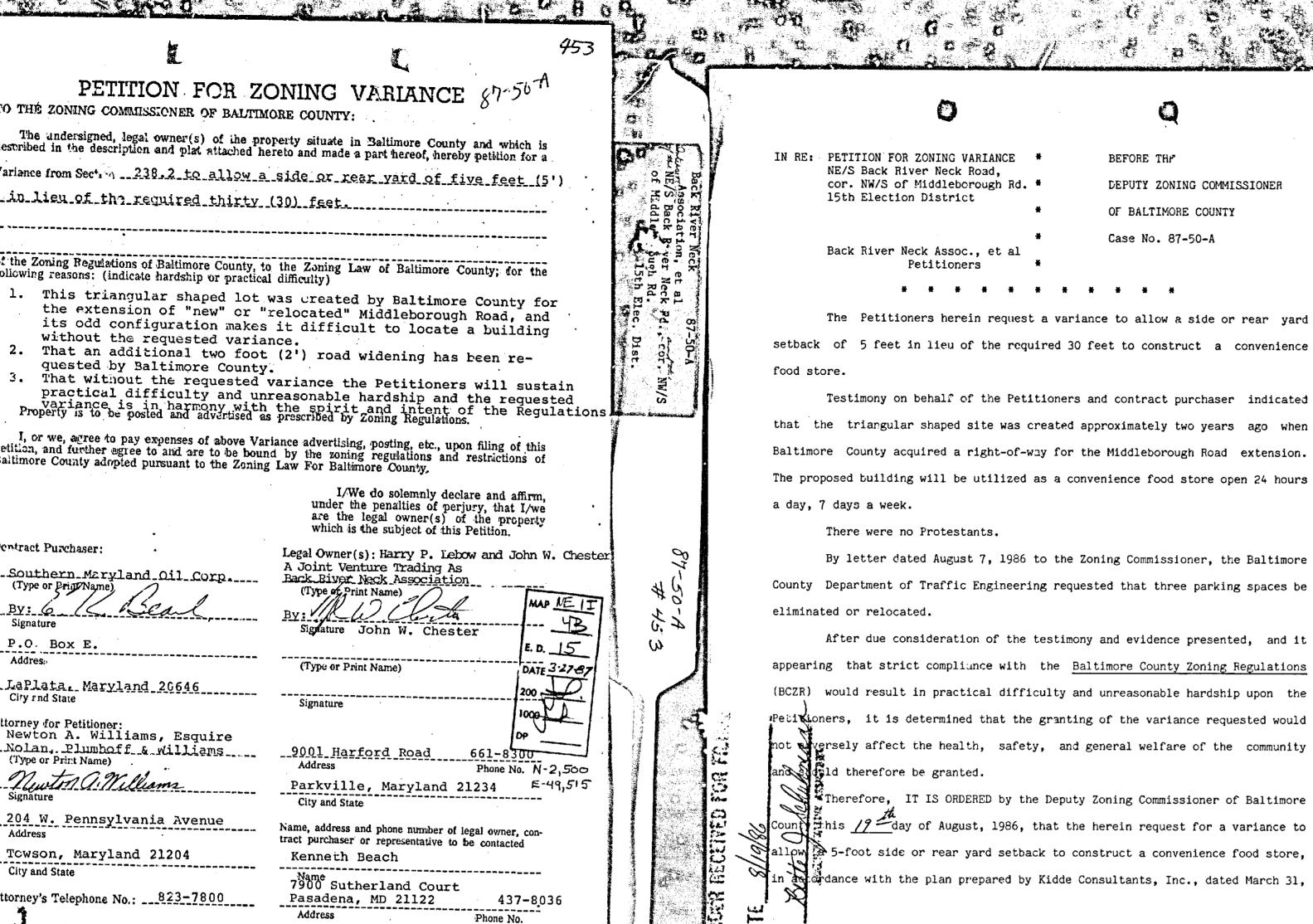
1964 Our Company again was the first in the State of Maryland as we entered into an agreement and began the development of the area's first central oil system. This first system was known as Cedarville Trailer Park.

> The second such installation was Wayson's Trailer Park in June of 1965. We have since added many more locations to this list. In November 1964, the Company again expanded its territory by receiving the franchise for Texaco products in the Annapolis Marketing area.

- 1965 Construction began for our new modern Annapolis Bulk Plant located at Bestgate Drive.
- 1966 In 1966, the contemplation of a heating installation business became a reality. Southern Maryland Oil, Inc., scored another first as the installation Department was created for rendering the service of installation of hot water heaters, central air conditioning. furnaces, etc.

No.







ARNOLD JABLON ZONING COMMISSIONER

JEAN M. H. JUNG DEPUTY ZONING COMMISSIONER

August 19, 1986

Newton A. Williams, Esquire Nolan, Plumhoff & Williams 204 W. Pennsylvania Avenue Towson, Maryland 21204

> RE: Petition for Zoning Variance Intersection of the NE/S of Back River Neck Road and the corner of the NW/S of Middleborough Road 15th Election District Case No. 87-50-A

Dear Mr. Williams:

Please be advised that your request for a zoning variance in the above referenced Petition has been granted, with restrictions, in accordance with the

If you have any questions concerning this matter, please do not hesitate to contact this office.

> ery truly yours. JEAN M. H. JUNG Deputy Zoning Commissioner

JMHJ:bjs

Attachments

cc: Southern Maryland Oil Corporation c/o Mr. Kenneth Beach 7900 Sutherland Court Pasadena, Maryland 21122 People's Counsel

Case No. 87-50-A

0.509 Acre Parcel Back River Neck Road

Pags Two

Proposed Middleborough Road

fillet line connecting said Middleborough Road with said Back

minutes 29 seconds West 27.55 feet to the place of beginning.

KCI Job Order No. 01-86040A

CONTAINING 0.509 acre of land, more or less.

River Neck Road, thence binding on said line North 81 degrees 21

May 12, 1936

PETITION FOR ZONING VARIANCE 15th Election District

Northeast Side of Back River Neck Road, Corner Northwest Side of LOCATION:

Middleborough Road

DATE AND TIME: Tuesday, August 12, 1986, at 10:00 a.m.

PUBLIC HEARING: Room 106, County Office Building, 111 W. Chesapeake Avenue,

The Zoning Commissioner of Baltimore County, by authority of the Zoning Act and Regulations of Baltimore County, will hold a public hearing:

> Petition for Zoning Variance to permit a side or rear yard setback of 5 feet in lieu of the required

Being the property of Back River Neck Association, et al, as shown on plat plan filed with the Zoning Office.

In the event that this Petition(s) is granted, a building permit may be issued within the thirty (30) day appeal period. The Zoning Commissioner will, however, entertain any request for a stay of the issuance of said permit during this period for good cause shown. Such request must be received in writing by the date of the hearing set above or made at the hearing.

> BY ORDER OF ARNOLD JABLEN ZONING COMMISSIONER

Subsidiary of Kidde, Inc.

DESCRIPTION 0.509 ACRE, MORE OR LESS, PARCEL NORTHEAST CORNER BACK RIVER NECK ROAD AND PROPOSED MIDDLEBOROUGH ROAD 15TH ELECTION DISTRICT BALTIMORE COUNTY, MARYLAND

THIS DESCRIPTION IS FOR A YARD VARIANCE IN A "BR" ZONE. BEGINNING FOR THE SAME on the east side of Back River Neck Road and at the end of the fillet line connecting the north side of the proposed Middleborough Road with said east side of Back River Neck Road, said point of beginning being North 34 degrees centerline extended of Middleborough Road, thence binding on the degrees 48 minutes 39 seconds West 66.54 feet, (2) northerly by a curve to the left with a radius of 5,759.58 feet with an arc distance of 100.05 feet and a chord bearing of North 35 degrees degrees 55 minutes 24 seconds East 299.17 feet to intersect the Middleborough Road the following four courses and distances, (4) by a curve to the right with a radius of 470.00 feet with an arc minutes 21 seconds West 140.00 feet, (6) North 34 degrees 48

KIDDE CONSULTANTS, INC.

48 minutes 39 seconds West 60.00 feet, more or less, from the east right of way line of Back River Neck Road (1) North 34 18 minutes 30 seconds West 100.04 feet, thence (3) South 84 north side of said Middleborough Road, thence binding on said distance of 58.84 feet and a chord bearing of South 51 degrees 36 minutes 10 seconds West 58.84 feet, (5) South 55 degrees 11

minutes 39 seconds West 10.00 feet, (7) South 55 degrees 11

minutes 21 seconds West 10.00 feet to the beginning of the

and published in Towson, Baltimore County, Md., appearing on

THE JEFFERSONIAN

Publisher

Cost of Advertising

22,00

July 2;

The Zoning Commissioner of Batti-more County, by authority of the Zon-ing Act and Regulations of Baltimore County, will hold a public hearing: Petition for Zoning Variance to per-mit a side or rear yard sett. A of 5 feet in lieu of the required 30 feet

Being the property of Back River Neck Association, et al, as shown on plet plan filed with the Zoning Office.

In the event that this Petition(s) is granted, a building permit may be reused within the thirty (30) day appeal period. The Zoning Comment

period. The Zoning Commissioner will, however, emercian any request for a stay of the burner of said permit during this period for good cause shown. Such repress must be received in writing by the date of the hearing set above or made at the hearing

By Order Of
ARNOLD JABLON
Zoning Commissioner
of Beltimore County

of Baltimore County

1986 and identified herein as Petitioner's Exhibit 1, is hereby GRANTED from and

1) Parking shall be approved by the Baltimore County Department of Traffic Engineering.

2) The occupancy permit shall not be issued until both

3) Fencing shall be approved by the Current Planning

4) A revised plan clarifying the dumpster site, its

screening, and the walkway to the rear delivery door

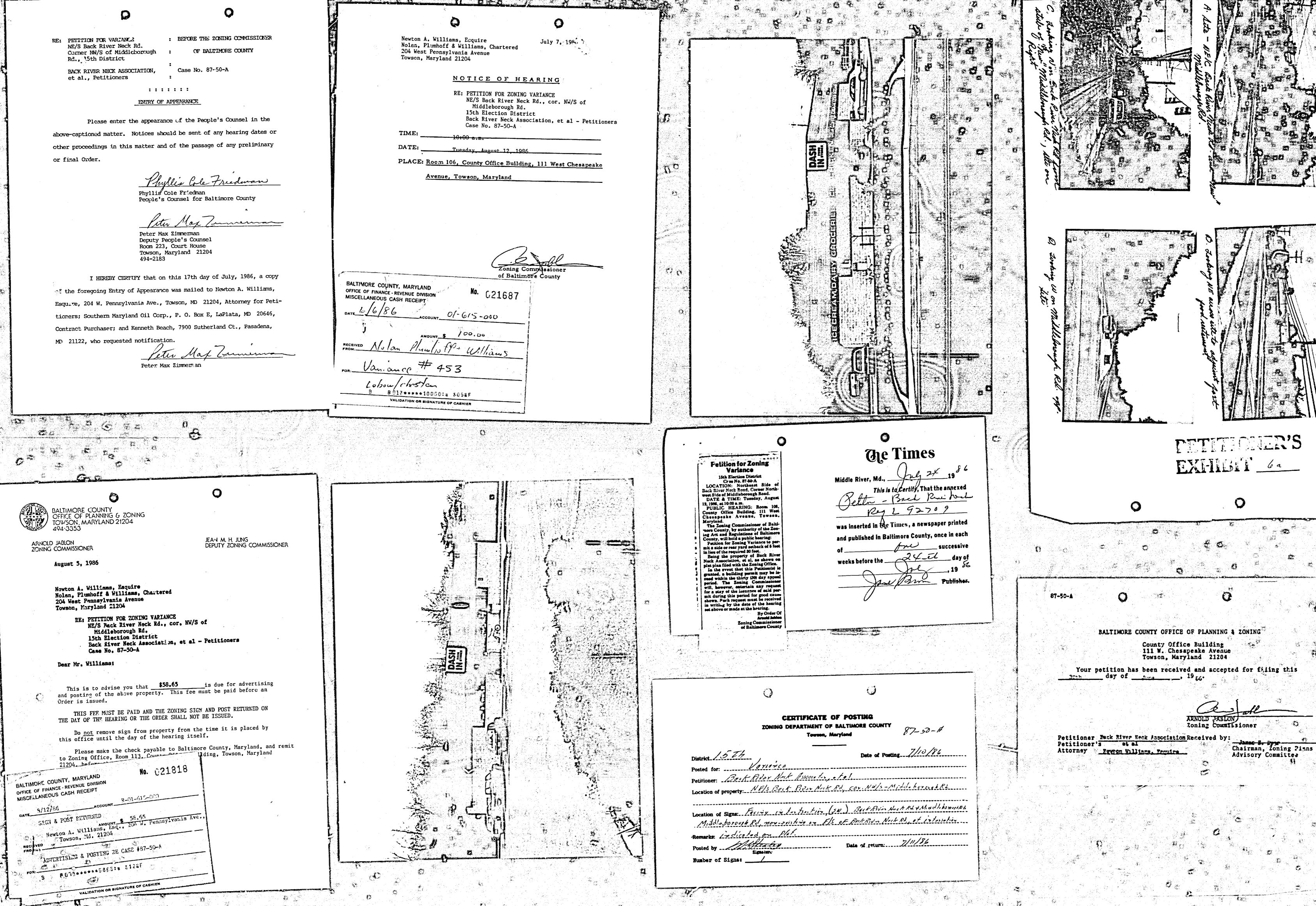
access driveways to the property are provided.

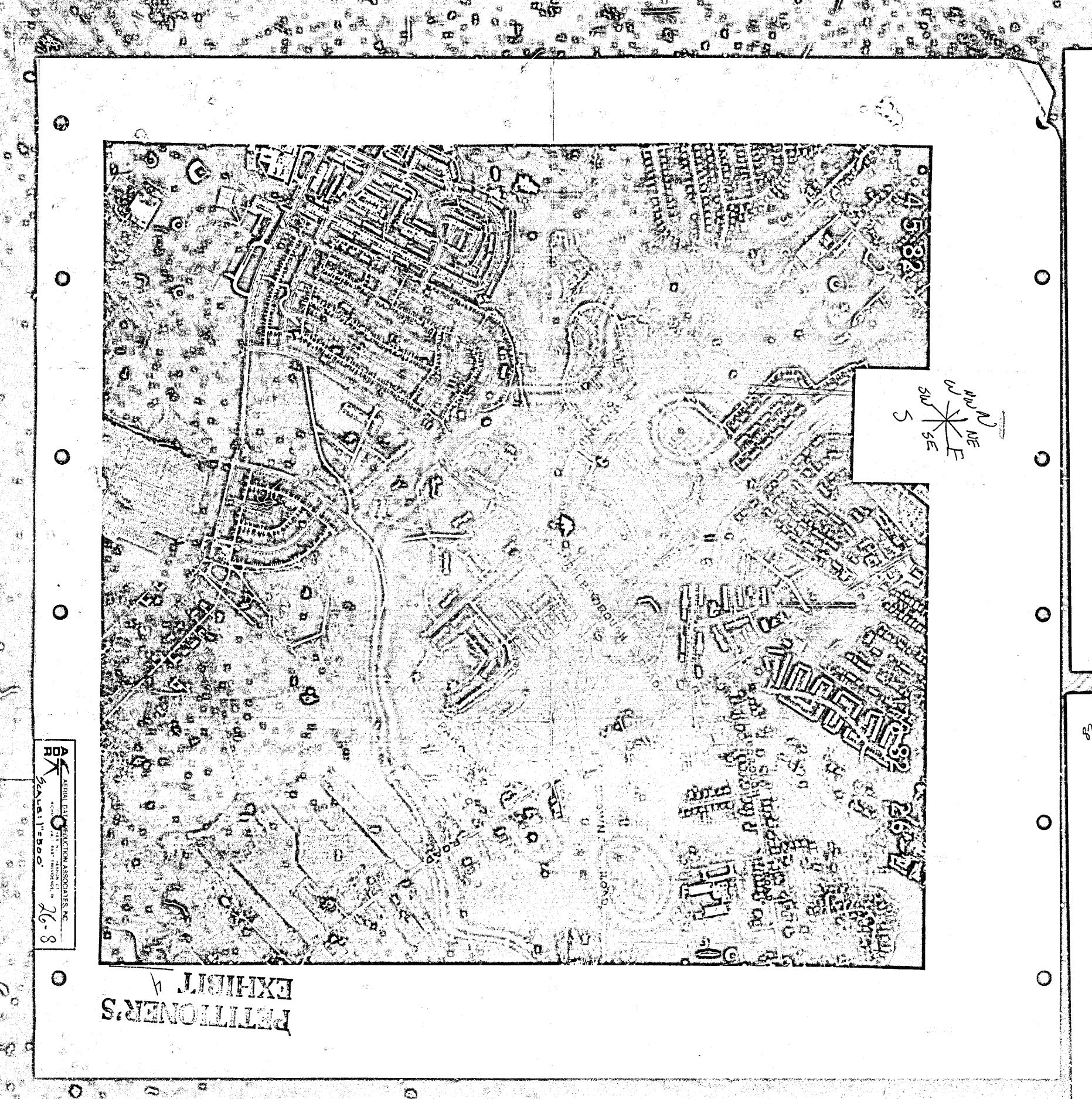
shall be submitted for the file.

office.

after the date of this Order, subject, however, to the following restrictions:

OF BALTIMORE COUNTY





BALTIMORE COUNTY, MARYLAND

INTER-OFFICE CORRESPONDENCE

Arnold Jabion Date_____Iuly_21__1986_____ TO ___Zoning Commissioner___

Norman E. Gerber, AICP, Director FROM Office of Planning and Zoning

SUBJECT Zoning Petition No. 87-50-A

This office has a general concern with the development of these types of parcels of land; i.e., small, irregularly shaped "left-over" parcels of land at major road intersections. IT would seem that when the intersections are improved, either these resulting parcels should be purchased and retained by the County or State, or, if purchased for construction, should not be sold later as "left-overs".

NEG: JGH: slm

LEVIN, GANN & HANKIN, P.A.

Ms. Jean M. H. Jung Deputy Zoning Commissioner

Page 2 January 30, 1987

Res Failtion for Zoning Variance Intersection of Northeast Side of Back River Neck Road and the corner of the Northwest Side of Middleborough Road Case No. 87-50-A

After both you and I have spoken with Greg Jones of the Department of Traffic Engineering, we have been advised that the extension and development of Middleborough Poad in this area is the subject of a capital improvement program item for construction in the 1987-68 fiscal year.

My client and the contract purchaser stand ready willing and able and will provide for access to Back River Neck Road and to the future extension of Middleborough Road when construction begins and the property is developed and will enter into Public Works Agreement with Baltimore County for contribution toward the costs of construction of the roadway adjoining their property.

As time is of the essence, it is imperative that the contract purchaser be assured that they be able to secure the necessary building permits to meet the requirements of your aforesaid Order. Therefore, I request that you advise me, in accordance with our discussions, that the contract purchaser will be complying with your Order by providing for the access from the subject site to Middleborough Road and be able to secure the necessary building permits to move forward and the Department of Planning and Zoning acknowledge that by providing for said access and entering into the required Public Works Agreement that building permits will in fact be issued.

Your earliest reply would be greatly appreciated.

JWL:1sp

J. EARLE PLUMHOFF

NEWTON A. WILLIAMS

THOMAS J. RENNER

STEPHEN J. NOLAN*

ROBERT S. GLUSHAKOW DOUGLAS L. BURGESS

WILLIAM M. HESSON, JR.

cc: Mr. Kenneth Beach Southern Maryland Oil Corporation P. O. Box E La Plata, MD 20646

> Mr. John W. Chester 9001 Harford Road Baltimore, Maryland 21234

Sidney Weiman, Esquire

MERERITER

SIDNEY WEIMAN BOPPHT L PREILER

LEVIN, GANN & HANKIN 305 W. CHESAPEAKE AVENUE STANFORD G. GANN HORSET M. HANGIN MEIDEN A. STEINBERG JURIS W. LICHTER TOWSON, MARYLAND 21204 301-321-0600

January 30, 1987

Towson, Maryland 21204 RE: Petition for Zoning Variance Intersection of Northeast Side of Back River Neck Road and the Corner of the Northwest Side of Middleborough Road 15th Election District

Dear Ms. Jung:

Ms. Jean M. H. Jung

for Baltimore County County Office Building

Deputy Zoning Commissioner

Case No. 87-50-A

111 W. Chesapeake Avenue

As you are aware, an Order was issued by you on August 19, 1986 granting a variance to side and/or rear yard setback with regard to the above captioned property subject to certain restrictions. Pursuant to my inquiry of you within the last few weeks, my client, who is the legal owner of the property at this time, has asked that I secure from you an interpretation of the Order, in particular with regard to Restriction No. 2:

"2. The occupancy permit shall not be issued until both access driveways to the property are provided."

Pursuant to my inquiry, you have examined the file and have visited the site, and have consulted with Mr. Greg Jones of the Department of Traffic Engineering regarding the status of Middleborough Road.

At the time of the hearing, and for a period of time thereafter, Baltimore County, my clients and the contract purchaser, and the contract purchaser's engineer, Kidde Consultants, Inc., have all been under the impression that the area designated as the proposed Middleborough Road as it binds upon the subject property was owned by Baltimore County. Subsequently, it was determined that the area in fact does not belong to Baltimore County and belongs to a former property owner from whom my client purchased the subject property. Therefore, while my client will provide access driveways both Middleborough Road and Back River Neck Road, the access driveway to the proposed Middleborough Road would not be

LAW OFFICES

NOLAN, PLUMHOFF & WILLIAMS CHARTSEED 204 WEST PENNSYLVANIA AVENUE TOWSON, MARYLAND 21204 WILLIAM P. ENGLEHART, JE

RALPH E. DEITZ 9026 LIBERTY ROAD RANDALLSTOWN, MARYLAND 21133 (301) 922-2121 RUSSELL J. WHITE

October 6, 1986

Honorable Jean M. H. Jung Deputy Zoning Commissioner Office of Planning and Zoning County Office Building Towson, Maryland 21204

Re: Back River Neck Associates Southern Maryland Oil Site Back River Neck Road at New Middleborough Road Case No. 87-50-A

Dear Commissioner Jung:

On behalf of both my clients and our office, as well as myself, thank you for your Opinion and Order dated August 19, 1986 in this matter.

As you will recall from our office conference of September 5, 1986, one of your conditions in the Order involved a revision of "the dumpster site, its screening, the walkway to the rear delivery door."

At the time of our conference on September 5th I submitted a revised Kidde plat dated August 26, 1986, which opened up the northeast corner of the site for sidewalk access with a pedestrian gate as you requested. If you need additional plats, callme.

Of course, as far as the dumpster screening is concerned, this will be done pursuant to the approval of fencing by the Current Planning Office as a part of the building permit process.

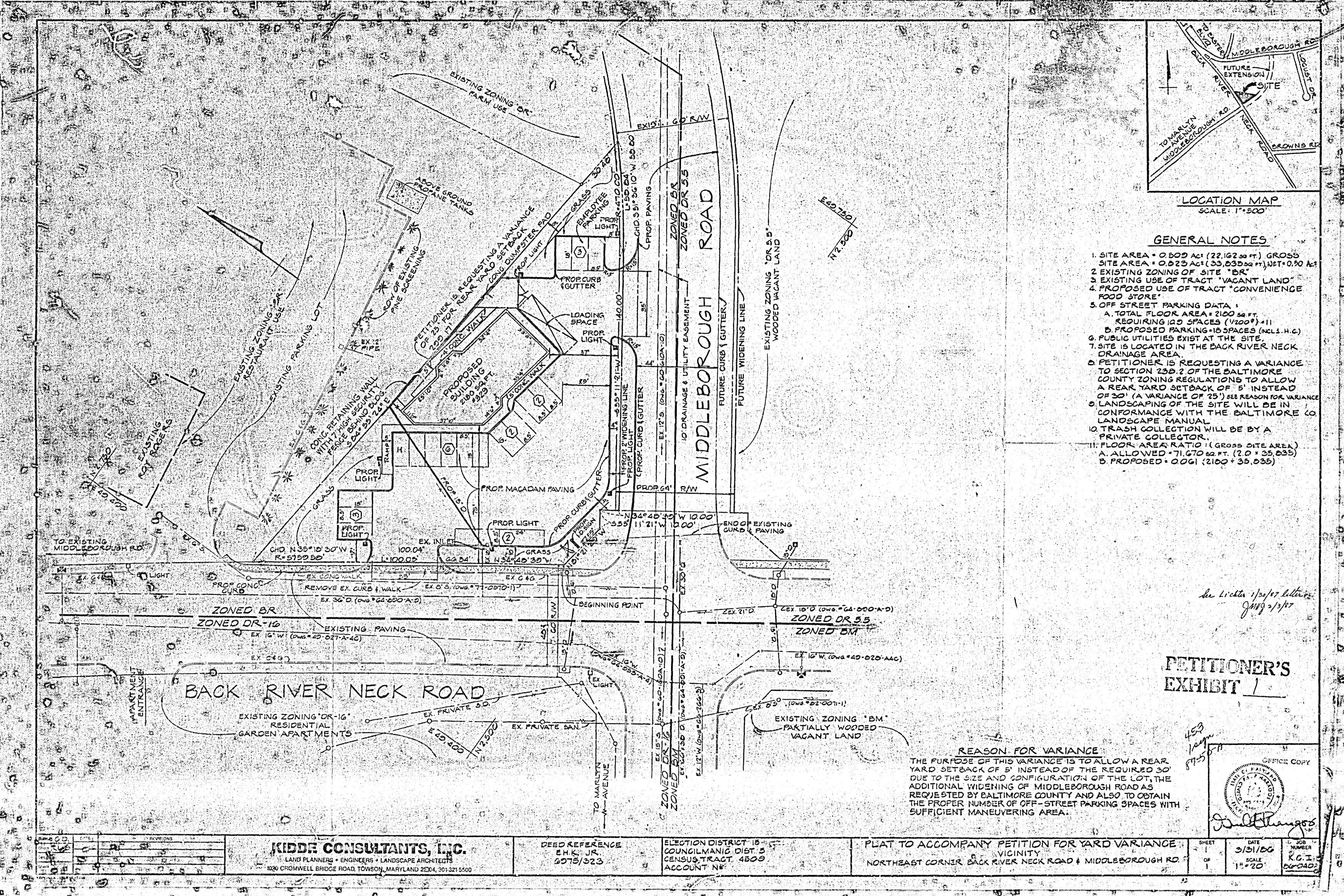
Also, we are sure that the Department of Traffic Engineering will participate in that process as well as to the parking configuration on the site,

effective until such time as Baltimore County acquired to the roadway.

10 LIGHT STREET BALTEMORE, MD 21202

CARDOLL COUNTY OFFICE

1157 LIBERTY SCALD SYKESVILLE, MD 21784



BAITIMUNE COUNTY FIRE DEPARTMENT TOWSON MARYLAND 21204-2586 BALTIMORE COUNTY DEPARTMENT OF HEALTH BALTIMORE COUNTY ZONING PLANS ADVISORY COMMITTEE Zoning Commissioner Honorable Jean M. H. Jung Office of Planning and Zoning October 6, 1986 County Office Building PAUL H. REINCKE Page 2 Towson, Maryland 21204 June 24, 1986 COUNTY OFFICE BLDG. 111 W. Chesapeake Ave. Towson, Haryland 21204 Zoning Item # 453, Zoning Advisory Committee Meeting of 6/17/86 Since September 5, 1986 we have not heard further from your Mr. Arneld Jablur office with regard to this revised site plan. We assume that it is Property Owner: BACK RIVER NECK ASSOC. Joint Venture Newton A. Williams, Esquire Zoning Commissioner basically acceptable. However, if you or any department head has Nolan. Plumhoff & Williams Office of Planning and Zoning Location: NE/S BAK RIVET NECK Ed , soe NW/S Middle borough Rel any questions or comments, please do not hesitate to contact this 204 W. Pennsylvania Avenue Baltimore County Office Building office, Mr. Richard L. Smith at Kidde, and/or Mr. Ken Beach at Towson, Maryland 21204 Towson . Maryland 21204 Water Supply __ Public Southern Maryland Oil. Sewage Disposal Public RE: Item No. 453 - Case No. 87-50-A Petitioner: Back River Neck Association Thanking you and your staff for your attention to this COMMENTS ARE AS FOLLOWS: Bureau of matter, I am with best regards. Petition for Zoning Variance (X) Prior to approval of a Building Fermit for construction, renovation and/or RE: Property Owner: Back River Neck Assoc./Joint Venture Department of installation of equipment for any existing or proposed food service facility, Sincerely, Dear Mr. Williams: complete plans and specifications must be submitted to the Plans Review Location: NE/S Back River Neck Rd., corner NW/S Middleborough Road nuiton Section, Environmental Support Services, for final review and approval.

For Additional Information (Intact Bill Clark AT 494-3970 State Roads Commission The Zoning Plans Advisory Committee has reviewed the plans Bureau of Fire Prevention Item No.: 453 Zoning Agenda: Meeting of 6/17/86 submitted with the above-referenced petition. The following () Prior to new installation/s of fuel burning equipment, the owner should Newton A. Williams contact the Division of Air Pollution Control, 494-3775, to obtain requirecomments are not intended to indicate the appropriateness of the Health Department ments for such installation/s before work begins.

A permit to construct from the Division of Air Pollution Control is required zoning action requested, but to assure that all parties are made Project Planning NAW:ylm aware of plans or problems with regard to the development plans Pursuant to your request, the referenced property has been surveyed by this Building Department that may have a bearing on this case. The Director of Planning for such items as spray paint processes, underground gasoline storage tank/s Bureau and the comments below marked with an "X" are applicable and required cc: Mr. Ken Beach (5,000 gallons or more) and any other equipment or process which exhausts may file a written report with the Zoning Commissioner with recomto be corrected or incorporated into the final plans for the property. Board of Education Mr. Richard L. Smith mendations as to the suitability of the requested zoning. into the atmosphere. Zoning Administration () A permit to construct from the Division of Air Pollution Control is required () 1. Fire hydrants for the referenced property are required and shall be Industrial Enclosed are all comments submitted from the members of the for any charbroiler operation which has a total cooking surface area of five located at intervals or ______feet along an approved road in accordance with Baltimore County Standards as published by the Committee at this time that offer or request information on your (5) square feet or more. petition. If similar comments from the remaining members are Department of Public Works. () Prior to approval of a Building Permit Application for renovations to existreceived, I will forward them to you. Otherwise, any comment that is not informative will be placed in the hearing file. This ing or construction of new health care facilities, complete plans and () 2. A second means of vehicle access is required for the site. petition was accepted for filing on the date of the enclosed specifications of the building, food service area and type of equipment to filing certificate and a hearing scheduled accordingly. be used for the food service operation must be submitted to the Plans Review () 3. The vehicle dead end condition shown at and Approval Section, Division of Engineering and Maintenance, State Department of Health and Mental Hygiene for review and approval. EXCEEDS the maximum allowed by the Fire Department.) Prior to any new construction or substantial alteration of public swimming pool, wading pool, bathhouse, saunas, whirlpools, hot tubs, water and sewerage ' () 4. The site shall be made to comply with all applicable parts of the facilities or other appurtenances pertaining to health and safety; two (2) Fire Prevention Code prior to occupancy or beginning of operation. copies of plans and specifications must be submitted to the Baltimore County Chairman Zoning Plans Advisory Committee Department of Health for review and approval. For more complete information, ' (x) 5. The buildings and structures existing or proposed on the site shall contact the Recreational Hygiene Section, Division of Environmental Support comply with all applicable requirements of the National Fire Protection JED:kkb Association Standard No. 101 "Life Safety Code", 1976 edition prior) Prior to approval for a nursery school, owner or applicant must comply with all Baltimore County regulations. For more complete information, contact the Division of Maternal and Child Health. to occupancy. Enclosures ') 6. Site plans are approved, as drawn. cc: Kidde Consultants 1020 Cromwell Bridge Road () 7. The Fire Prevention Bureau has no co () If lubrication work and oil changes are performed at this location, the Towson, Maryland 21204 method providing for the elimination of waste oil must be in accordance with Water Resources Administration requirements. SS 20 1082 (1) Fire Prevention Bureau Special Inspection Division Zoning Item # 453 Zoning Advisory Committee Meeting of BALTIMORE COUNTY
DEPARTMENT OF PERMITS & LICENSES TOWSON, MARYLAND 21204 494-3610 () Prior to razing of existing structure/s, petitioner must contact the Division of Water Quality and Waste Management at 494-3768, regarding removal and/or disposal of potentially hazardous materials and solid wastes. TED ZALESKI, JR.) Any abandoned underground storage tanks containing gasoline, waste oil, sol-DIRECTOR vents, etc., must have the contents removed by a licensed hauler and either be removed from the property or properly backfilled. Prior to removal or atandonment, owner must contact the Division of Water Quality and Waste BALTIMORE COUNTY
DEPARTMENT OF TRAFFIC ENGINEERING
TOWSON, MARYLAND 21204
494-3550 Management at 494-3768. Mr. Arnold Jablon, Zoning Commissioner Office of Planning and Zoning Towson, Maryland 21204 () Soil percolation tests (have been/must be) conducted.
() The results are valid until _______ Soil percolation test results have expired. Petitioner should contact Dear Mr. Jablons **ZONING OFFICE** the Division of Environmental Support Services to determine whether JULY 14, 1966 Comments on Item #153 Soming Advisory Committee Nesting are as follows: Mr. Arnold Jablos STEPHEN E. COLLINS DIRECTOR additional tests are required. Zoning Commissioner Property Owner: Back River Neck Association/Joint Venture County Office Building Towson, Maryland 21204 NE/S Back River Neck Road, corner NW/S Middleborough Road () Where water wells are to be used as a source of water supply, a well meeting the minimum Baltimore County Standards must be drilled. Districts Re: Zoning Advisory Meeting of JUNE 17, 1986

Iten + 463
Property Owner: BACK RIVER NECK ASSO.
LOCATION: JOINT VENTURE () In accordance with Section 13-117 of the Baltimore County Code, the water APPLICABLE ITEMS ARE CIRCLED: well yield test All structures shall conform to the Baltimore County Building Code as adopted by Council Bill \$17-85, the Maryland Code for the Handicapped and Aged (A.H.S.I. #117-1 - 1980) and other applicable Codes and Standards. shall be valid until NE/S BACK RIVER NECK RO, CORNER is not acceptable and must be retested. This must be accomplished NWS MIDDLE BORGUGH RD , prior to conveyance of property and approval of Building Permit The Division of Current Planning and Development has reviewed the subject petition and effects the following comments. The items checked below are Applications.

August 7, 1986

Mr. Arnold Jablen Zoning Commissioner County Office Building Towson, Maryland 21204

Item #453

Dear Mr. Jablon:

The three employee parking spaces at the southeast corner of the site need to be eliminated or relocated to provide improved sight distance on the inside of the curve of proposed Midileborough

Very truly yours,

Traffic Engineer II

)There are no site planning factors requiring comment.)A County Review Group Meeting is required.
)A County Review Group meeting was held and the minutes will be)This site is part of a larger tract; therfore it is defined as a subdivision. The plan must show the entire tract.)A record plat will be required and must be recorded prior)The circulation on this site is not satisfactory.)This property contains soils which are defined as wetlands, and development on these soils is prohibited.
()Construction in or alteration of the floodolain is prohibited under the provisions of Section 22-93 of the Development Regulations.

Development of this site may constitute a potential conflict with the Baltimore County Master Plan.

The amended Development Plan was approved by the Planning Board. Sill 178-79. No building permit may be issued until a Reserve Capacity Use Certificate has been issued. The deficient service () The property is located in a trainic area controlled by a "D" level intersection as defined by 3ill 170-79, and as conditions change traific capacity may become more limited. The Basic Services Areas are re-evaluated annually by the County Council. (X) A WAIVER OF CRG PLAN (K/A DASH-IN-FOOD STORE)

LEAS GRANTED BY THE PLANNING BRD ON G/19/8C

(SEE FILE # W-BG-124)

forward by the Bureau of Fublic Services.

The parking arrangement is not satisfactory.

)Parking calculations must be snown on the plan.

Chief, Current Planning and Development

to issuance of a building pennit.

)The access is not satisfactory.

CC: James Hoswell

() Prior to occupancy approval, the potability of the water supply must be verified by collection of bacteriological and chemical water samples. () If submission of plans to the County Review Group is required, a Hydrogeological Study and an Environmental Effects Report must be submitted. Ian J. Forrest Director

BUREAU OF ENVIRONMENTAL SERVICES

Residential: Two sets of construction drawings are required to file a permit application. The seal of a registered in Maryland Architect or Engineer is/is not required to plans and technical data.

D. Commercial: Three sets of construction drawings sealed and signed by a registered in Maryland Architect or Engineer shall be required to file with a permit application. Reproduced seals are not acceptable.

NOTE (2.) All the Groupe emost R-4 Single Family Detached Deallings require a minimum of 1 hour fire rating for exterior walls closer than 6'-0 to an interior lot line. R-4 Use Groupe require a one bour wall if closer than 3'-0 to an interior lot line. Any wall built on an interior lot line shall require a fire or party wall. See Table 401, Section 1407, Section 1406.2 and Table 1402. So openings are paralited in an exterior wall within 3'-0 of an interior lot line.

P. The structure does not appear to comply with Table 505 for permissable height/area. Reply to the requested variance by this office cannot be considered until the necessary data pertaining to height/area and construction type is provided. See Table iol and 505 and have your Architect/Engi-eer contact this department

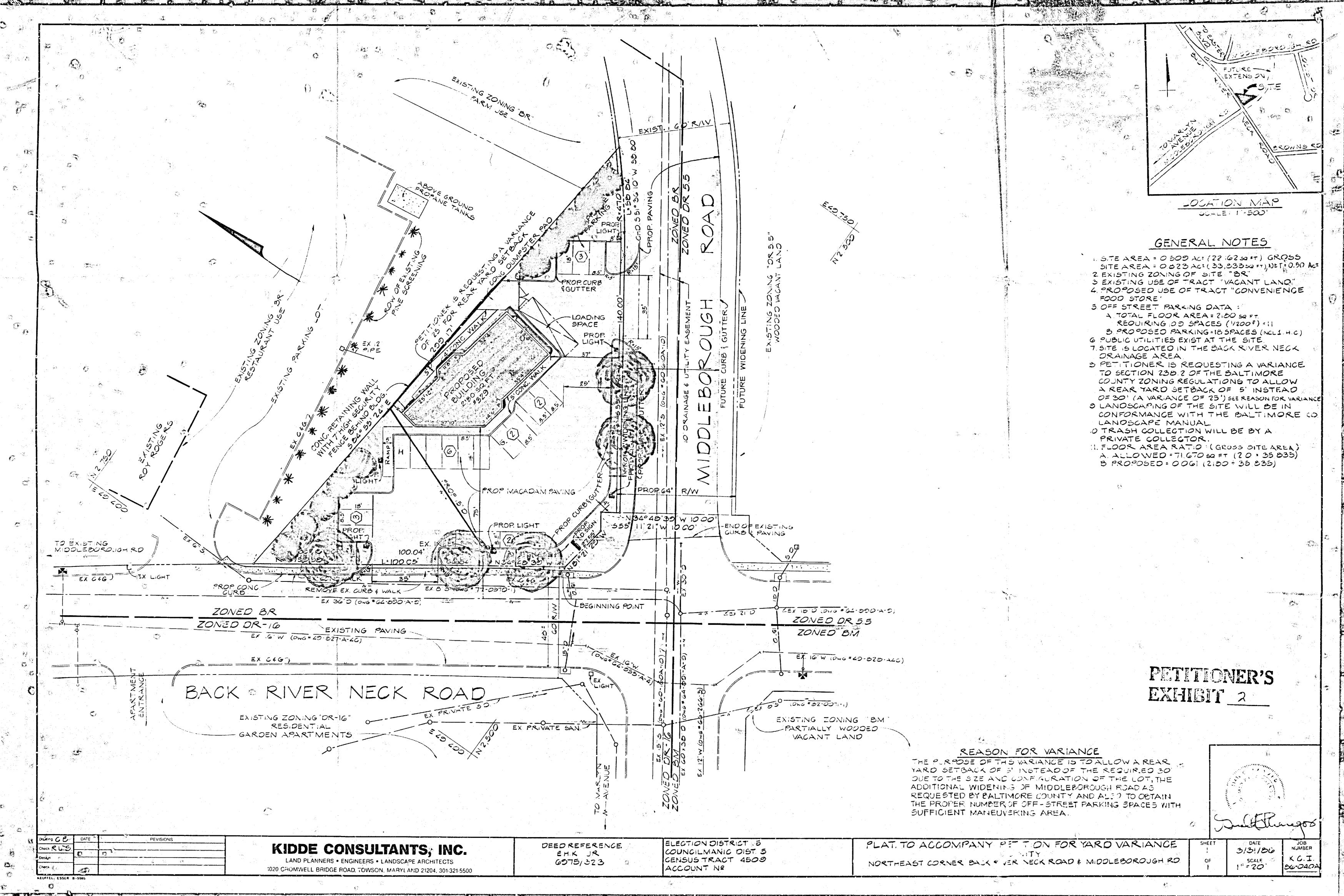
G. The requested variance appears to comflict with Section(s) ______, of the Baltimore County Building Cods.

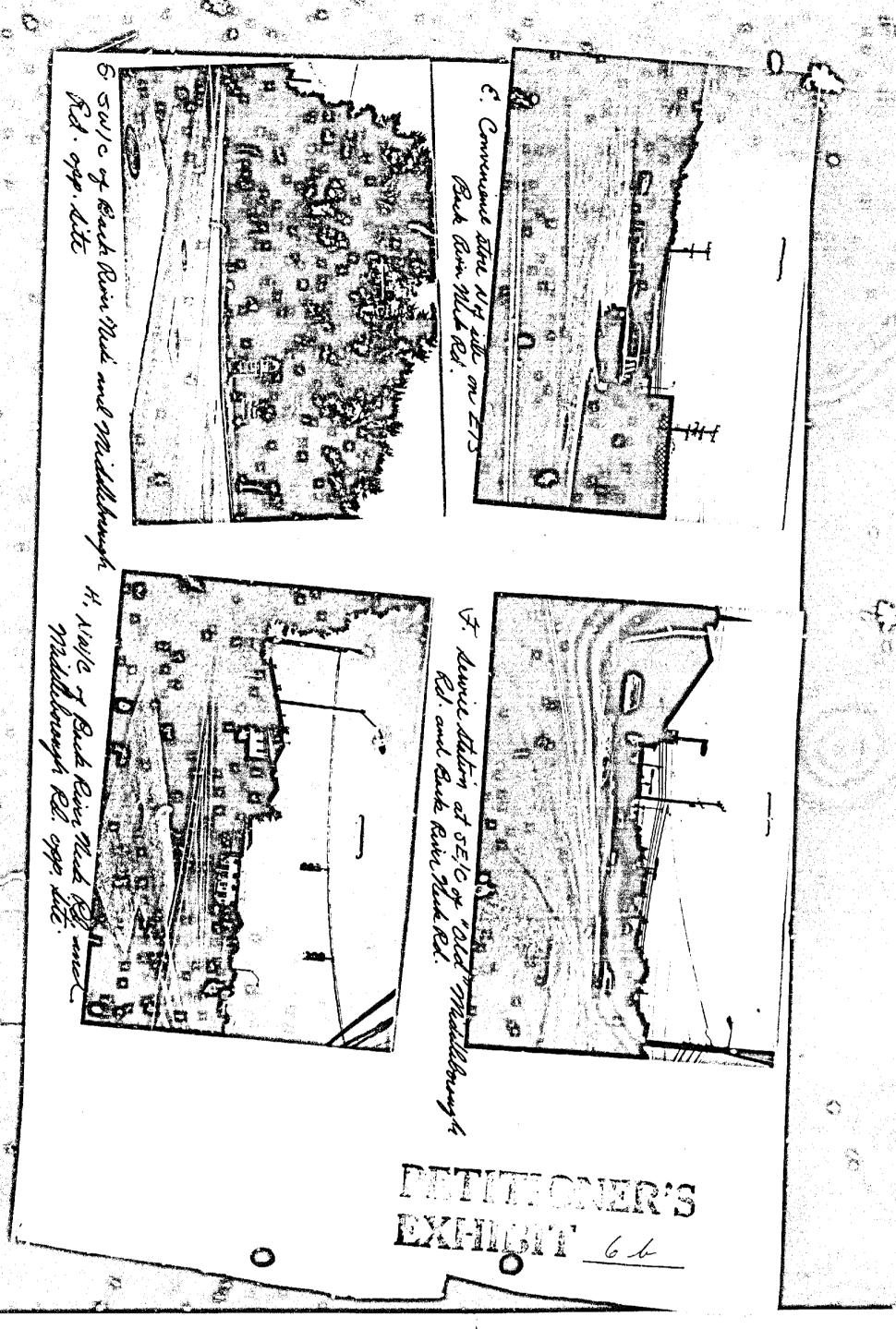
I. The proposed project appears to be located in a Flood Flain, Tidal/Riverine. Please see the attached copy of Section 516.0 of the Building Code as adopted by Bill \$17-85. Site plans shall show the correct elevations above see level for the lot and the finish flow levels including basement.

Comments: Open protectives on the north side may be required. See Section 1414.2.

E. These abbreviated communits reflect only on the information provided by the drawings submitted to the Office of Planning and Joning and are not intended to be construed as the full extent of any permit. If derived the applicant mry obtain additional information by visiting Room 122 of the County Office Equiding et 111 W. Checapeans Avenue, Towson, Maryland Z 204. Mysels I Summer By C. E. Burnham, Die!

WWQ 2 4/86





EPILOGUE

Perhaps in the final analysis this "History of SMO, Inc," is a tribute to all who have joined our SMO family through the years and it is, therefore, that this brochure is dedicated to them - for it is their Company and they have taken necessary steps to preserve what is written in the context of these pages. We are confident that they will command what will be added to these pages in the future years.

The Company takes this opportunity to thank all previous employees and to thank all present employees for their continued support.

PROLOGUE

This History of SMO, Inc., has been formulated in the hopes that insight can be gained by all employers that their efforts combined have made the success of our Organization,

SMO, Inc., has been very fortunate in the fact that its people since 1926, have maintained a "united team effort". Our divisions and subsidiaries are the number one Marketer in their respective areas. The people are and should be proud of this fact!

It would be totally impossible to mention all the names of those individuals whose efforts and steadfast convictions have really been the instrument of SMO's success. In the same vein, every item of interest through the years cannot be incorporated in this booklet. We have, however, tried to take those specific events which have had a direct "lasting effect" on the growth, stability and expansion of this organization.

We think you will find after reading this "History" that you are with a "winning" organization - just note the number of "firsts" that your Company was able to attain. These were obtainable only thru its PEOPLE -LIKE YOU! We hope too that for many, memories will be brought back and that you enjoyed being a part of this history in the making for your Company.

as leavent lies

J. Blacklock Wills

Educational Design Associates - a developer, manufacturer and marketer of high quality toys. After attempts at nationwide marketing and unprofitable results, operations were discontinued in 1977.

Two new departments were added to the Company - the creation of the "Management Fee" operations designed specifically for the purpose of marketing motor fuels through a commission plan; and the newly created "Personnel Department", established with the purpose of better fulfilling employees' needs and satirfying government regulations re-

1976 SMO, Inc. began this year with the celebration of its 50th anniversary. Our second 50 began with continued optimism.

1977 Saw still another acquisition, that of Dean L. Sharrar of Salisbury, Maryland. Along with the BP brand, this entire operation was merged into the company's present water terming! feelities, also in Salisbury.

1978 With centralized administration and decentralized operating profit centers, the company inaugurated "telecommunication". Through this technology, all principal operating units were provided with instant information that assisted in customer inquiries and day-to-day operations.

1979 Delmarva Tires relocated into all new modern facilities with emphasis on retail merchandising.

> It was in the early Spring that our country experienced another severe energy crisis. This time, Americans realized that the problem was real and would be long-lasting. New series of government regulations and interventions followed, thus creating further hardships to our customers and our organization.

The latter part of this year saw a new name, "Dash In" food marts, with the company's entry into convenience store marketing. More are now being developed as this, too, is a Corporate endeavor.

THE HISTORY OF SMO, INCORPORATED

1926 In 1926 two engineers, Jim Wills and Harold Swann, got together and acquired the La Plata Oil and Mechanicsville Oil Companies, Thus began Southern Maryland Oil.

It is interesting to note that the Company handled only three principle products - kerosene (called coal oil), one grade of gasoline and a motor oil called "Texaco Golden". Eight employees were on board during this period of time.

Mr. Wills and Mr. Swann established a pattern that was to follow from its inception until the present time.

1927 With less than one year of experience, land was purchased and the Owings Plant was built. This secured our customers throughout Calvert County and the lower portion of Anne Arundel County. At this time the "Texaco Franchise" was received for the counties of Charles, lower Prince Georges and St. Mary's.

Records indicate there were six trucks in use - one at our Owings facility, two for the Mechanicsville and La Plata Offices and one truck for the Maintenance Department.

Working from eight to five was not heard of - everyone reached the office before "day break" and did not leave until "way past dark". No responsibilities were established, as all employees did whatever was necessary! One day they might drive a truck and the next be in the office!

1936 As the growth of the Company was evident, the name was soon changed to Southern Maryland Oil Company, 1936 marked a milestone for our Company as product was brought in by truck rather than rail at our Owings Plant. This was in 2,000 gallon tanks from Baltimore, Maryland.

> During this same year, the La Plata Office expanded as another room was added. This addition certainly helped, but records indicate that "an old pot-belly stove" was still in use! It was at this location that motor oil began to be distributed. Most

These objectives included a new markety a approach and new area of acculation and development. As a result of with que newest corporation, EPG, Inc. was developed for marketing motor fuels in new markets.

Shortly before this meeting, the company acquired the assets of Pete White Cil Company. This acquisition was merged into the existing Delmarva operation in Salisbury and Beriki, Maryland. Along with this merger, a new water terminal was developed with storage at some two million gallons.

The Stockholders Meeting in July of 1972 brought a name change .o our Corporation, as Southern Maryland Oil, Inc., was officially changed to SMO, Incorporated. Dennis - Delmarva Oil and Southern Maryland Tires, Inc. are now subcidiaries of SMO, Inc. Partco and Southern Maryland Oil continue to be divisions of

In September 1972, our Data Processing Department incorporated a new Series III Disc Pack Computer to better handle and control all data and reporting. Because of our growth and anticipated growth, the Series III will bring on the capabilities of supplying Managerial Personnel with detailed reports in the future. This is the "real pulse" of SMO, Inc. During the year, the company introduced for the employees

Long Term Disability Insurance as another benefit. With the purchase of Pete White and merging the operation into our Delmarva operation, we began to use "Citgo" branded fuel for the entire Eastern Shore operation.

Foreseeing some drastic and imminent changes taking place within our industry toward modern marketing techniques, SMO developed the first full branded self-service station in the state of Maryland! This is our Forest Drive location in Annapolis, Maryland. Because of its popularity, many more have since been developed.

Also, in keeping with the trend of investment for station locations and providing economical operation of same, the

In 1942 rationing of products was a real threat to our industry, However, SMO secured Government "contracts" which were a eal key in obtaining volume. During the war years, the "contract business" is what kept the Company going!

1943 1943 marked the purchasing of transport equipment from (faul Robinson, then Hauler. This gave us our own complete flexibility. With the abandonment of the old ferry hoat and the opuning of the Potomac River Bridge, U. S. Route 301 became a main "arteriai" highway. This brought about a great increase in transit traffic heading both north and south. Not only was the increased traffic beneficial, but SMO was again the principle fuel supplier for the construction of the bridge and the roads leading to it. During this period our TBA business, although not previously mentioned, was running into difficulties — Firestone tires were rationed as the supply was very tight — they were very difficult to obtain for our trucks. Our first dealings with tires were actually begun in 1938 with the Seiberling Tire Company. This business was handled through the La Plata Plant location.

1946 In November 1946 the President was authorized by the Board of Directors to use his own discretion to make loans for the procuring of potential service station sites. Would you believe the allocation for this was not to exceed \$3,000? The first such property was purchased in Lexington Park, Maryland known as Cato's Texaco. This property was purchased at a price of \$1.00

As the growth of the company was accelerated, it was converted from a partnership to a corporation. The name was changed from Southern Maryland Oil Company to Southern Maryland

1947 In 1947 the new La Plata Plant and warehouse facilities were completed (present operation today) - during this same year increased storage facilities were made available here.

We note in the minutes of the Corporation on July 11, 1947 it

January 12, 1966 Southern Maryland Oil, Inc., celebrated its 40th anniversary. This event was well publicized and established our image as a "long established — well founded organization." This same year the installation of an IBM — Data Processing System took place to further enhance our centralization programs of accounts receivable and other administrative details.

Thru years of prosperous growth, our Partco business had "growing pains" and a new location was chosen for this business in the old IGA Building in Waldorf, Maryland. This building was remodeled and in 1968, this became Partco's permanent home, This same year, Southern Maryland Oil, Inc., purchased two more sutomotive business, namely Beltway and Hillandale. January 30, 1968 the Company was again saddened as we lost our Chairman of the Board, Mrs. Julia W. Lorimer. The loss of her wisdom, strong character, and the charm of a "perfect lady" was felt by all who knew her. Mrs. Lorimer's "special touch" added immensely to the Company's growth during her tenure

1969 marked another growth year and our facilities were extended to the Eastern Shore with the purchase of F. L. Godman Oil in Crisfield, Maryland and Dennis Oil Service in Salisbury

The purchase of the F. L. Godman company marked the Company's first venture into the coal business. Coal was sold by the ton, bushel and the bag. This product has since been deleted. These plants are located within the counties of Wicomico,

The operations of Hillandale, Roadway, and Beltway were set up as another subsidiary corporation under the "banner" of Autopac, Inc. As one might expect, with all the growth and prosperity, the day "arrived" when our first operation became non-profitable. Autopac, Inc., was sold during this year. However, Partco operation still remains as one of the largest parts stores in the

The beginning of "automation" took place within the Company! After an extensive survey of bookkeeping machines, the first Remington Rand Machine was purchased — through the years Burroughs and IBM machines have been purchased.

1953 The leaders of the Company, realizing the growth and thereby an increase in employees, announced a Profit Sharing Plan, which became effective December 11, 1953. Southern Maryland Oil, Inc. was the first company in the State of Maryland to incorporate such a program, whereby the employees received. thru a deferred plan, a portion of the profits at year-end for

It was remembered that this announcement was made at the Annual Christmas Party. It came as a "real surprise" to the employees and their families. The Plan was handled by "Trustees", which were selected Company personnel, as well as an Attorney. All the investment decisions, etc., were made by them. As the employees increased in number and the Company continued to expand, it was felt it would be in the best interest of everyone if this Plan would be turned over to a "financial firm" with professional investors making the decisions, etc., for the most

In May of 1954, an analysis was worked up showing the percentage distribution of the volume of gasoline business. Eighteen service stations accounted for 40% of the gasoline output. This confirmed the wisdom of our policy of building modern stations in strategic locations which had been in effect for several years. At the time, Lund Station had recently opened in Bryans Road, Maryland. It was decided to relocate and develop a new Mechanicsville Bulk Plant and Office. It was interesting to note that the opening day of this office, "Hurricane Hazel" swept through our State. For these of you who don't remember — this was one of the worst hurricanes to hit in our vicinity - much property and many

THE SMO, INC. FAMILY Dash in Food Stores Delmarva Oil Delmarva Tires Partco Southern Maryland Oil

November, 1984

HISTORY

of

VICASONSONSONSONS

- 1960 Effects of the 1973 and '79 '80 energy crisis were now realized by all Americans. Energy conservation was fully recognized as a long term endeavor, and its effects on demand of petroleum products as well as all energy fuels would be significant. Petroleum products were no longer in a growth phase but became one of being in a very mature to declining state.
- 1981 The company announced and began telemarketing operations for enhancing its heating oil customer base. Another first for heating oil marketers in Maryland:
- 1982 On January 20, of this year by Federal action the petroleum industry was decontrolled after a decade of regulatory controls. With this the free market system began to return, bringing with it significant industry transitions. It was evident that the '80's were destined to become a period of "survival of the fittest". Our company had prepared well and because of its people and financial condition were well postured to pursue the opportunities created by this change.
- 1983 Corporate organizational changes were announced creating four divisional profit center operations by key product lines. These actions were taken to implement new and more aggressive development goals. This announcement was actively embraced by the people of the company.

As we proceed into the '80's, we accept the challenges of these new times. Public demands and changes are only emphasizing the reasons why we exist - "to fullfill a public need". We shall keep in tune with these needs and continue to grow and prosper-all for the benefit of the public, our customers, employees, shareholders and the community

noteworthy is the fact that our Company was the first such organization to purchase motor oil in "quart cans" -

Motor Oil generated the Company's first Dealer meeting for the specific purpose of introducing this product. Because of supply, only a few companies were handling this product -SMO was one!

- With the invention of the gun type burner, fuel oil came into its own, creating an ever increasing market for home heating. It was during this year that the Company began deliveries on an automatic basis. Automatic at this time meant deliveries of once a week or once every two weeks. This, by the way, was the first such automatic service available to customers in the Southern Maryland area.
- 1940 brought many changes as we acquired our first computing (electric) pump. It was at this time that we built the Indian Head Plant thus developing and expanding our heating oil territory. The Company held its first Christmas Party. Here too, we should note that during these years many Company benefits were implemented. First was the vacation plan, followed by a sick leave program, as well as a Christmas Bonus. It is interesting to note that the Christmas Bonus was an amount of \$25.00. This was a set amount; today this is based on the number of months/years with our Organization.
- 1941 was the beginning of the "war" years and the decline of many businesses. Again, due to the ability of the owners and poir foresight, the pattern of growth was continued.
- 1942 In March of 1942 the construction of the Patuxent Naval Air Station began. Not only was SMO the first principle fuel supplier, but because of the activity in this market, homes began to be built and our one full-time salesman solicited fuel oil accounts on a door-to-door basis. Southern Maryland Cil again was the first Company to serve a "housing development".

Company developed pumper type locations - that is service stations without bays!

1973 It was in this year that we began to foresee a fuel shortage. As a result of this, greater efforts were placed in areas of efficiency and cost controls. It was also during this period that additional expenses were brought about by enactment of new governmental regulations, specifically in areas of safety and environmental matters. The realization of the fuel crises became acute in the following year and brought about even further new regulations regarding allocations, price control and distribution of products. The result of all of this, unfortunately, created a damaging effect to the petroleum industry.

> It was during this year that the Company was petitioned by the National Labor Relations Board for a union election. This enfort failed. However, it brought out the importance of the need for the Company to communicate with all of its people knowledge of Company activities, endeavors, and of what is taking place. We feel that the amployees continued confidence in the Company has proven beneficial to both the employees and the Company.

- 1974 Acquisitions were made of the C. K. Duncan Citgo operation in Pocomoke, Maryland and of Sussex-Atlantic Oil Company in Georgetown, Delaware. Both of these were merged into Delmarva Oil, Inc. To satisfy the needs of our many customers, increased storage facilities were added at our SMO plant operations. The Company's new pension plan was announced and inaugurated at the employees' summer picnic. This provided our employees with both a pension plan and a profit sharing plan for their benefit at retirement.
- 1975 This year began with the acquisition of the BP La Plata Oil Company operations. This was followed by the purchase of Quality Oil, U. S. Oil, and Oil Holdings, Inc. The latter companies being merged into Delmarva Oil, Inc.

In March of this year, the Company chose to diversify its operations and entered into the educational toy business by acquiring

states that "despite rumors of a fuel oil shortage next winter, well informed sources of information indicate an adequate supply in this area; therefore the policy of the Corporation will be to accept new accounts." This really rung a bell when we entered 1973 as the same situation was prevalent!

1948 The original Owings Plant was remodeled and storage tanks were relocated. During March of this year, long-range plans and policy for securing service station sites were outlined. These locations were to be purchased and held until such time as it seemed advantageous for station development. At this point, it would be rented or turned over to operators. Special emphasis was placed on securing such locations on thru-traffic routes and area of year-round traffic.

> In October of 1948, we were all saddened by the loss of one of our founders, Harold S. Swann. At the time he served in the capacity of Vice President and Treasurer. His death was a tremendous loss to everyone connected with our organization,

- 1949 was the year that our service station program really got underway. It should be noted here that, without a doubt, the unique way our Company was able to handle the financing and the holding of the mortgages for the Mortgagee, was to the benefit of the Company as well as the Retailer. This further showed the sound "financial" stability of our Company. Thus began a trend never to be stopped!
- 1950 began a year in which many major decisions had to be made as the Korean War imposed such problems as possible rationing, transportation difficulties, taxes, etc. Through the wisdom of our Management, the Company continued to be on top of things and to make the right decisions.

During this year also, the President, Mr. Wills, presented a proposal to increase coverage in the Hospitalization Plan for increased medical services, etc. These benefits have continually improved and today remain very competitive with all other companies of our type and size.

1970 was entered into "as the beginning of ten of the fastest growth years in our Company's history". Growth was enjoyed in our marketing area of northern Prince Georges County and Anne Arundel County - now this was being expanded into Charles and Calvert Counties.

> The 70's were the beginning of what appeared to be an era of regulations and consumer protections, which brought about more stringent rules on the petroleum industry. It was again at this time when the Company re-evaluated its position, defining new goals and long-term objectives.

> To this degree, a rehabilitation of the service stations was begun. Early part of 1970 marketing gasoline through "car washes" was pursued. By the end of 1971, three new service stations and three car washes were put on stream - with a promise of a very bright future along this line.

1971 March of 1971, Delmarva Tires was created and began operating on the Eastern Shore. Sales expectations exceeded our targets and this operation became very profitable.

> Acquisitions continued to let Southern Maryland Oil, Inc., grow on the Eastern Shore as in July of 1971 Timmons Oil Company was purchased. Upon this acquisition, we entered into new ventures in the State of Delaware!

The following month in August, McNew Brothers Oil was purchased by Southern Maryland Oil, Inc., in Annapolis, Maryland. This entire operation was merged into our Annapolis Plant. In September of 1971, Southern Maryland Tires in Waldorf, Maryland was updated with all new designs and retreading equipment. Larger facilities were constructed affording not only improved office and warehouse areas, but a new service - that of fleet and commercial tire mounting, balance, and alignment.

1972 At the beginning of 1972, the Company held a most significant Organization Meeting, announcing new management techniques, philosophies and for the first time, Company objectives were outlined to its people.

1955 Southern Maryland Oil, Inc., obtained another first for the area by inaugurating an oil burner service department. With two-way customers. It has been a vital force in back of our Heating Oil Division's success.

This was also the same year we purchased Kroll Petroleum Company, which gave us entry into Prince Georges County's heating oil market. This is now known as our Clinton Plant.

- 1956 The La Plata Office was remodeled again the side was added where the ladies work today.
- 1957 The years of 1957 1962 were both tragic and prosperous. Tragic in the sense that we suffered the striking blow when our President, James W. Wills, lost his life in an automobile accident. However, a tribute to him was the fact that the Company continued to prosper and made the first venture into the automotive parts business.
- 1958 The following year in 1958, the Proutt Oil Company was acquired thus providing the Company with additional heating oil markets in Anne Arundel County. This location is now known as our Gambrills Plant. To inject a bit of humor - we understood that the purchase of this property "all took place over a bottle" -- we won't say what was in the bottle, but we will say this proved to be a very profitable deal; the amount of purchase was \$5,000! We also note that for better or worse, present day "deals" and negotiations have become quite "sophisticated" taking many days and much time and effort to consummate!
- 1960 With the success of the parts business, the Department expanded and began marketing its items and supplies thru a "pie-wagon" type concept. In 1960 a new wing was added to the La Plata Plant for this parts business.

During this year, the first Lockheed Meters were installed on Company trucks. Shortly after this, a totally new building was added to our La Plata Plant - relocating our Maintenance Department and again our parts business.

1963 With having developed the success of the parts business, the Company further became diversified and entered into the tire retreading business. This too became extremely successful and an all new modern retread plant warehouse was developed in the present location in Waldorf, Maryland. This was under the banner of Southern Maryland Tires, Inc. Because of its growth, many additions have been made to this facility, the first being in 1963. In 1963 the Company again expanded its automotive business and acquired Brandywine Automotive Parts. Merging this with our present operation, this now became a full line automotive parts house.

> Also in this year, emphasis was still maintained on our petroleum business and our Bryans Road Plant was developed. This plant was our first unmanned key operation.

> On May 10, 1963, "Open House" was held for the completion of the "Main Office" building on U. S. Route 301. Centralization of our accounting and administrative programs were realized

1964 Our Company again was the first in the State of Maryland as we entered into an agreement and began the development of the area's first central oil system. This first system was known as Cedarville Trailer Park.

> The second such installation was Wayson's Trailer Park in June of 1965. We have since added many more locations to this list. In November 1964, the Company again expanded its territory by receiving the franchise for Texaco products in the Annapolis Marketing area.

- 1965 Construction began for our new modern Annapolis Bulk Plant located at Bestgate Drive.
- 1966 In 1966, the contemplation of a heating installation business became a reality. Southern Maryland Oil, Inc., scored another first as the installation Department was created for rendering the service of installation of hot water heaters, central air conditioning. furnaces, etc.

No.